

4787

# CHEMIST & DRUGGIST

the newsweekly for pharmacy

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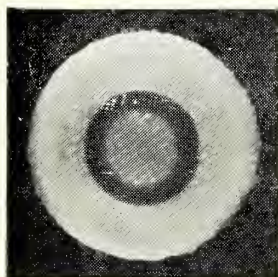
**Advances  
in therapy  
during 1971**

**Home medicine  
makers in  
conference**

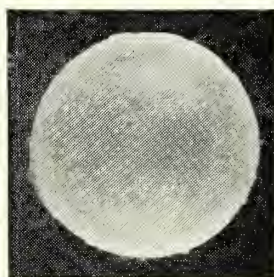
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# Predictor... The home pregnancy test you can safely recommend.



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Predictor is the first nationally advertised home pregnancy test you can safely recommend. Forty years of research and development have perfected the well-known immuno-chemical demonstration of HCG in urine to such a degree, that now it can be conducted by the woman herself in the privacy of her own home.

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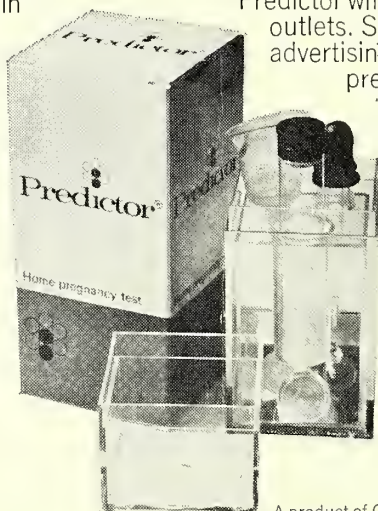
**Speed of results** Predictor detects HCG pregnancy hormone so sensitively, that the test can be conducted only nine days after a period was expected. And research shows that women consider this a highly important benefit.

**Simplicity** Predictor is simple. The test can be set up in a few minutes, and the result read two hours later. As is demonstrated in the pictures above, the result is also perfectly simple for any woman to interpret.

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Predictor sells at £1.75 per test. This means 57p. profit for every pack you sell. Contact your normal supplier for details of the special introductory offer.

**Predictor... the home pregnancy test you can recommend.**



A product of Chefa o Proprietaries Ltd.



# CHEMIST & DRUGGIST

113th year of publication Vol. 196 No. 4787

The newsweekly for pharmacy

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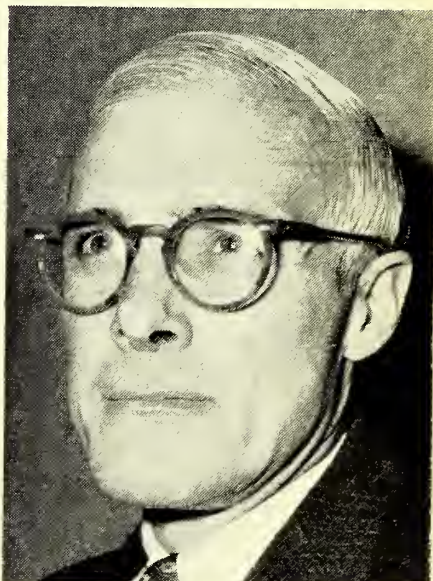
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A Benn Group Journal



*Dr Charles C. Edwards, US Commissioner of Food and Drugs, allayed fears of the world's proprietary medicine manufacturers this week (see p 838)*





## Why specify LANOXIN?

The minute quantity of Digoxin powder that must be meticulously measured into each 0.0625 mg LANOXIN\*—PG Tablet is indicated in the photograph above.

Since 1929, when Digoxin was discovered in the Wellcome laboratories, we have been making LANOXIN to meet very exacting standards in a field where patient sensitivity to dosage variation is so uncertain.

When you write LANOXIN you specify a drug the composition of which is pure, precise and predictable.

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Tablets—containing 0.0625 mg

LANOXIN Oral Solution—containing 0.5 mg/ml

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LANOXIN Injection—containing 0.5 mg/2 ml ampoule

Full information is available on request.



Burroughs Wellcome & Co.

(The Wellcome Foundation Ltd.) Dartford, Kent.

LA1



# International standards for proprietaries?

Leading manufacturers of medicines advertised to the public this week offered co-operation to the World Health Organisation in establishing international standards for the industry.

The move is being made in conjunction with manufacturers of prescription medicines, and the industry's experience will also be offered to other international bodies including the EEC, EFTA and the Pan-American Health Organisation.

The decision was taken at the first general assembly of the World Federation of Proprietary Medicine Manufacturers in London, at which methods of international co-operation with the various health organisations responsible for ensuring quality control and public safeguards for medicines were discussed (see also reports and pictures pp 838-9).

A code of advertising is to be drawn up which will safeguard the public against any possibility of misleading claims and which will incorporate controls already voluntarily adopted by WFPMM members. Conditions laid down by the code will enable different countries to adapt them to meet local needs.

At the meeting of the European Proprietary Association on Wednesday, a code of advertising standards, compliance being a condition of membership, was agreed to.

Commenting on the outcome of the meeting, Mr Gordon Hollis, director general said: "By its own voluntary efforts our industry has established standards of highest repute and public esteem. We are anxious not only to maintain this position but to effect improvements.

## Sir Derrick Dunlop retires

The Department of Health this week confirmed reports of the retirement of Sir Derrick Dunlop, 69, from the post of chairman of the Medicines Commission, which he has headed since its formation in November 1969.

When Sir Derrick undertook the job of establishing the Commission, he said that he planned to hold the post for two years. He is to step down on December 31.

It is rumoured in official circles that Baron Rosenheim, president of the Royal College

## Tablet switch: evidence sought

Following agreement on "NP" labelling of dispensed medicines (last week, p 789), the Central NHS (Chemist Contractors) Committee is seeking to publicise the dangers resulting from transfer of tablets or capsules from one container to another.

In a letter to Pharmaceutical Committees, the secretary, Mr J. Wright, asks that details of any incidents resulting from such transfers should be notified to the Central Committee.

## 'Cut spending on medicines'

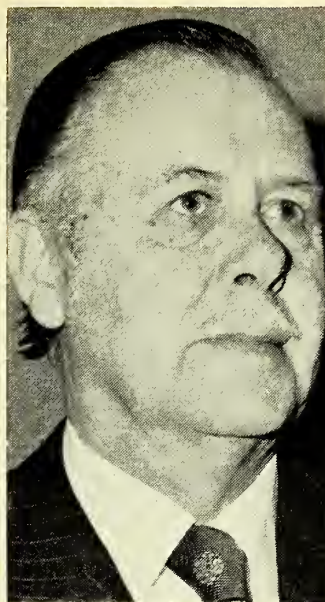
A reduction in Government expenditure on the pharmaceutical services is called for in a Commons motion, which has been signed by over 100 Labour MPs.

The motion states: "That this House is of the opinion that substantial resources could be made available for other needs of the National Health Service if Her Majesty's Government made determined efforts to reduce the present expenditure of £203m upon the pharmaceutical services for the year 1971-72 by an immediate review of the Voluntary Price Regulation agreements made

of Physicians, is the most likely choice as his successor. Another contender is Professor Eric Scowen who followed Sir Derrick as chairman of the Committee on Safety of Medicines.

That Committee was set up originally in 1963 after the thalidomide tragedy and was known then as the Dunlop Committee on Safety of Drugs.

Throughout his service, Sir Derrick Dunlop has been seen by applicants to be anxious to keep bureaucracy to a minimum.



Mr Gordon Hollis, FPS, retiring director general, World Federation of Proprietary Medicine Manufacturers, has been awarded the title of "Man of the Year 1971" by the European Proprietary Association. The presentation of an antique map of Nottinghamshire was made by Mr Daniel Callewaert, president, European Proprietary Association, Mr Hollis' successor, at a banquet of the World Federation and EPA

with drug manufacturers and by the bulk purchase of those medicines most extensively prescribed by general practitioners by exercising the provisions of section 59 of the Health Service and Public Health Act 1968".

Two other motions—one calling for the exemption of the chronic sick from prescription charges and the other for the exemption of women pensioners from prescription charges—have also been supported by 100 MPs.

At question time last week, Mr Pavitt asked the Home Secretary what advice he had received from his committee on drug addiction on the restriction of the manufacture and distribution of amphetamines, in accordance with the recommendations of the World Medical Assembly.

Mr Richard Sharples, Home Office Minister of State, replied "None. But the Home Secretary expects that the Advisory Council on the Misuse of Drugs will consider the controls to be applied to amphetamines in the course of their general consideration of the advice to be given to him on the regulations to be made under the Misuse of Drugs Act 1971".

## Doubt on home pregnancy test accuracy

Dr Michael Winstanley has advised the makers of Twentisecc do-it-yourself pregnancy test kit, to take the product off the market "because there are too many false negative results."

That was stated in last week's *World Medicine* in which Dr Winstanley—who is chairman of the manufacturers' medical advisory panel—is said to have achieved disappointing figures in tests among his own patients. His advice is given in advance of the results from a London teaching hospital involving "a large series" which seriously conflicted with the American and earlier British results.

The manufacturers have since issued the following statement:

"Global Laboratories (Universal) Ltd, have been advised that the recently completed study of Twentisecc, originally initiated by the company, does not tally with the statistical findings of tests completed in the USA and is significantly different from earlier tests made in England.

"The latest findings are being evaluated in consultation with the panel of medical experts appointed by Global Laboratories and immediate steps are being taken to determine the cause of the discrepancies.

"The US manufacturers and the UK distributors of Twentisecc have been informed. As soon as the validity of these results has been established a further statement will be issued."

## A safety closure for glass packs

A new "childproof" closure suitable for use on glass bottles is described in the latest issue of *Glasspack*, the journal of Rockware Glass Ltd.

Known as the Makap, it was developed by Mr E. J. Treanor, a former motor industry executive, who is said to have spent £40,000 on perfecting and patenting the device.

To open, the one-piece plastic closure has to be pressed down and twisted at the same time. It is located on the bottle by means of a notched lug.

Requiring less plastic than a screw cap, it can be supplied at prices comparable with ordinary closures, and it may also be used on high-speed filling lines to seal both liquids and solids.



# Pharmaceuticals: output and exports are buoyant

Output of United Kingdom pharmaceutical chemicals and preparations remained buoyant in the second quarter despite a considerable fall-off in the growth rate of the chemical industry as a whole.

From statistics published last week by the Department of Trade and Industry it appears that the rate of growth of chemical output since the third quarter of 1970 was less than  $\frac{1}{2}$  per cent. That was in marked contrast to previous growth rates—not less than 5 per cent each year from 1963 to 1970 when 6 per cent was recorded.

Output of pharmaceutical chemicals and products in the quarter was up by nearly 12 per cent on the corresponding quarter of 1970 and 7 per cent ahead of the first quarter of 1971. Some of the increase will be due to higher prices.

Since the third quarter of 1970 chemical prices have risen by 8 per cent and in the third quarter of 1971 a rise of 2 per cent in prices of pharmaceutical preparations was above the average for the chemical industry.

Imports of pharmaceuticals in the third quarter at £9.9m was slightly ahead of the third quarter last year (£9.1m) but less than the second and first quarters of 1971 (£10.8m and £10.3m respectively).

Exports, at £40.4m, were 26 per cent above the level of the corresponding quarter of 1970.

## Booklet on drugs and driving

Doctors often fail to warn patients of the dangers of driving after taking medicines, and many doctors seem unaware of all the possible hazards, according to a booklet published by the Medical Commission on Accident Prevention.

A survey of 945 drivers by the Automobile Association showed that 14 per cent had taken a drug or medicine within the previous 24 hours and that only five of the 53 drivers taking drugs on prescription had been given any warning by their doctors.

One trouble, states Dr J. Havard, under-secretary of the British Medical Association and accidents consultant to the World Health Organisation, is that new drugs need not be tested in Britain for their effect

on driving performance as they are in some other countries.

The booklet reminds the reader that anti-histamines can be particularly dangerous when taken for a short sea voyage if the driver then immediately sets off on a long-distance drive.

The effects of both anti-histamines and barbiturates, used as sleeping tablets, can affect a driver's skill hours after he has taken them, it states.

Tranquillisers also affect concentration. (*Medical Aspects of Fitness to Drive*, £0.50, *The Medical Commission on Accident Prevention*, from Royal College of Surgeons, Lincoln's Inn Fields, London, WC2.)

## Preparing for reorganised NHS

The Department of Health and Social Security is to sponsor a series of short regional seminars, followed by a new series of courses dealing with various aspects of management of integrated health care, to help senior staff prepare themselves for the wider responsibilities they will face if the NHS is reorganised in 1974 as the Government proposes. The seminars will take place during 1972 and the most senior Health Service officers will take part.

The courses will be at several Universities and other national education centres and are intended for staff carrying senior administrative responsibilities in the existing health services as well as professional staff.

Opportunity will be provided in the courses for members to add to their knowledge of other parts of the service and to discuss those aspects of management that will achieve a new significance within an integrated service.

All senior staff will be eligible to attend. There will be no selection in the usual sense, though if demand is high, those who apply may have to wait some time for a course place. It is not intended that attend-



Mr Ron Hannam, regional manager for Intec Proprietaries Ltd (left) presents a Puffin sailing dinghy, first prize in the recent Sylvasun competition for wholesalers, to Mr J. A. Holden, sales manager of Ayrton Saunders & Co Ltd, Liverpool, while the sales director of Ayrtons, Mr N. D. H. Shipley, right, looks on (See "How wholesalers serve chemists")

ance should be a pre-requisite when it comes to selecting staff for the senior posts in the new organisation.

This early training will provide a foundation for more specific preparation which staff may need once they are appointed to specific jobs. The courses will cover part of the training needs of medical administrators identified in the interim report of the Working Party on medical administrators chaired by Dr R. B. Hunter. To meet the other recommendations of the Hunter Working Party a further series of more specialised courses will be provided for medical administrators only.

## How wholesalers serve chemists

Views on the wholesalers' role in helping retail pharmacists increase their profitability were given last week by Mr N. D. H. Shipley, sales director of Ayrton Saunders & Co Ltd, when the company's sales manager, Mr J. A. Holden, was presented with a Puffin sailing dinghy for his "excellent efforts" in a nationwide competition.

The competition was organised by Intec Proprietaries Ltd in connection with a promotion for Sylvasun (see picture above).

Mr Shipley said that most wholesalers aim to help the chemist in the following ways: ☐ Enabling the chemist to reduce stock cover and capital outlay and reducing administration—time required to purchase products, handle invoices, etc.

☐ To maximise profits the retailer should aim for a stock turnover of 8 times a year. If a retailer is purchasing products this frequently, it is far easier for him to deal with a wholesaler.

☐ Ayrton Saunders and most wholesalers provide a minimum delivery of once a day, which should prevent the retailer ever running out of stock.

☐ Provide special bonuses obtained by bulk negotiations with manufacturers and pass these on to the chemist. Most wholesalers provide free "on the spot" technical advice on products.

☐ Wholesalers study the market trends to ensure that the right products are promoted at the right times.

☐ They also provide a friendly, courteous, service from an independent local company.

## Liverpool shop changes

Liverpool Corporation's intention to provide for local shops and supermarkets "within walking distance of every home" is outlined in an article in the Corporation's newspaper, *Challenge*. The shops would include pharmacies, food stores, post offices and newsagents.

Radical changes are proposed to Liverpool's central and suburban shopping centres. It is stated that the old inner city centres are too large for their reduced populations, and pedestrian precincts in all centres are advocated.



## Product notified prematurely

An error on the part of a mailing agency has led to the distribution to some doctors of promotional material on a new prescription product which has yet to be cleared by the Committee on Safety of Medicines.

Ortho Pharmaceutical Ltd, High Wycombe, Bucks, say they regret any inconvenience resulting from the announcement of the product—Micronor, a continuous-dosage oestrogen.

The information was mailed inadvertently to a number of doctors and Ortho are now asking them to disregard it until further notice. "Pharmacists will appreciate that the product will not be available until approval has been granted," they state.

## Toiletry sales move ahead

UK manufacturers' total sales of toilet preparations at current prices in the third quarter of this year at £40.9m were 15 per cent higher than in the corresponding period of 1970. Sales to the home market at £35.6m increased by 17 per cent while export sales at £5.3m rose by 2 per cent, according to *Business Monitor*.

Home market sales of perfumes and toilet waters and treatment creams and lotions increased by 47 and 32 per cent respectively.

Allowing for an increase of 9 per cent in wholesale prices, it is estimated that the total volume of sales of toilet preparations in the third quarter of 1971 was 6 per cent higher than in the corresponding quarter of 1970.

## New European Pharmacopoeia

A second volume of European Pharmacopoeia has just been published by the Council of Europe.

This latest edition deals with 127 substances, many of them of biological origin. There are also several amendments to the first volume, published two years ago, and a cumulative index to both volumes.

The monographs of Volume I will come into force as the official standards of purity and methods of analysis in the countries co-operating in the Pharmacopoeia, on January 1, 1972. Those of Volume II come into force on July 1, 1973.

# COMPANY NEWS

## Bayer dividend: cut 'unavoidable'

A statement from Farbenfabriken Bayer AG, Leverkusen, Germany, says that a reduction in the annual dividend is "unavoidable" this year.

It appears likely that 13 per cent will be paid against 16 per cent last year although the final decision has not yet been taken.

After-tax profits for the first nine months of the year were Dm 181m, down 25.8 per cent compared with the 1970 period although turnover was ahead by 1 per cent at Dm 4,682m.

Total world sales, including those companies in which Bayer own at least 50 per cent, were up by 6.2 per cent to Dm 8,894m.

The chairman, Professor Kurt Hansen, points out the disadvantages to Bayer of the 1969 revaluation and said the present floating of the mark would cost the company Dm 50m this year on price adjustments.

Expenditure on plants would be cut in Germany but a Dm 450m investment in Antwerp would go ahead. When complete the Bayer complex would be twice as big as the Leverkusen headquarters.

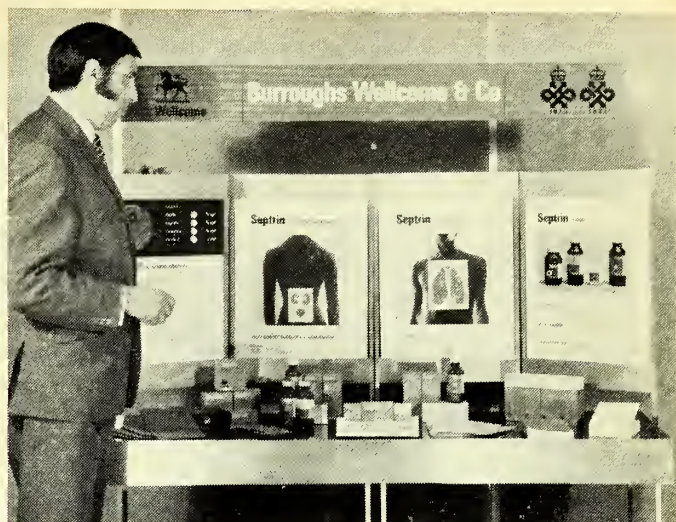
## ICI sales dip in third quarter

Imperial Chemical Industries Ltd's group sales in the third quarter of 1971 were lower than a normal seasonal trend would indicate and well below capacity, the directors report.

Over the first nine months, group profit, before tax, at £94m was down £11m compared with the same period last year although sales at £1,136m were up from £1,087m. Home sales accounted for £529m, exports for £199m, fob, and £607m overseas.

## Seed profit increase 15%

Suttons Seeds Ltd made a pre-tax profit of £111,275, for the year ended May 31, against £97,053 in the previous year.



One of twelve new purpose-built, portable exhibition stands which will be used by Burroughs Wellcome medical representatives at meetings of doctors and pharmacists. The stand has interchangeable display panels

The Postal strike very severely affected retail mail order sales. One effect of the strike was to increase sales of seeds by retail shops. This resulted in a large reduction in the percentage of unsold seeds returned to Suttons after the end of the financial year, and the benefit will be reflected in the accounts for 1971-72.

## Odex-Racasan profits up

For the six months ended September 30, pre-tax profits of Odex-Racasan Ltd at £178,700 were up by 6.9 per cent compared with the same period last year.

Present estimates suggest a good second half and a satisfactory profit increase for the year as a whole, provided market conditions do not change and no major adverse circumstances arise unexpectedly, states the chairman.

An interim dividend of 9.2 per cent is declared (last year equivalent 8½ per cent).

## In brief

**Smith & Hill (Chemists) Ltd**, Sheffield, Doncaster, Nottingham and Derby, have acquired new premises at Doncaster standing in 1½ acres of land and anticipate moving their Doncaster depot there in the New Year. The existing warehouse at Hexthorpe has been acquired by the Corporation for road widening.

**Glenwood Laboratories Ltd** have moved to 19 Wincheap, Canterbury, Kent (telephone: 0227 60139).

## Appointments

**Ilford Ltd** have appointed Malcolm Winter, Cibachrome sales representative for the whole of the UK.

**Matthews & Wilson Ltd** have appointed Mr E. S. Hopkins their export director and Mr N. Brown, works director.

**Jeyes Group Ltd**: Mr John Clewer, managing director, Aerosols International Ltd, has been appointed to the board of directors of Jeyes Group Ltd.

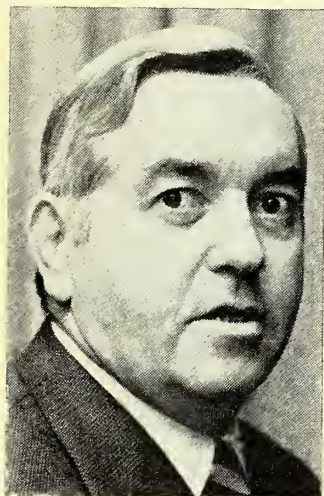
**Izal Ltd** have appointed Mr Frank Lightfoot manager of their chemical works. He succeeds Mr Roy Shearing who was recently appointed general works manager of the Thorncliffe, manufacturing plants of the company. Mr P. F. Hutchins becomes a field sales manager.

**Imperial Chemical Industries Ltd**: Mr W. B. M. Duncan, president and chief executive officer, ICI North America Ltd, and Mr R. W. Pennock, chairman, ICI agricultural division, have been appointed directors of ICI—Mr Duncan from November 1 and Mr Pennock from January 1, 1972.

**British American Cosmetics Ltd**: Michael Keegan, formerly managing director of Yardley at Basildon, has been appointed to a newly created post of controller of manufacture for British-American Cosmetics Ltd. Dennis Mathews, managing director, Yardley of London Ltd, has assumed responsibility for Basildon, thus integrating all aspects of Yardley business in the United Kingdom.



# PEOPLE



**Mr Hans Bach** has been nominated president of the Association Européenne des Spécialités Grand Public. He succeeds **Mr Daniel Callewaert** who has been appointed the new director general of the World Federation of Proprietary Medicine Manufacturers. Mr Bach was vice-president of the Germany Proprietary Association and a member of the board of directors of the WFPMM and the AESGP. He has been managing director of Richardson-Merrell GmbH of Gross-Gerau, Vienna and Basle, since 1963. Mr Callewaert (below) has been president of the AESGP since November 1969 and a director of the WFPMM since it was formed. He has been with the Aspro-Nicholas group since 1946 and is currently director of the Belgian and the Netherlands organisations.



**Mr J. H. Townsend**, a director of Imperial Chemical Industries Ltd, has been re-elected president of the Chemical Industries Association for a second year.

## Deaths

**Bolton:** On November 20, Mr William Stewart Bolton, MPS, 3 Lochiel Place, Dingwall, Ross-shire. Mr Bolton qualified in 1926.

**Fox:** On November 25, Mr Charles Allen Fox, MPS, 64 High Storrs Drive, Sheffield 10. Mr Fox qualified in 1921. He was a past chairman of the Sheffield Branch of the Pharmaceutical Society and for a number of years its treasurer.

*Mr F. W. Patterson* writes: Mr Fox had been ill for some years but he is remembered for his agile mind and quick wit, and for the constructive work he did for the branch when he was physically fit.

**Haldane:** On November 24, Mr John Arthur Wellesley Haldane, MPS, 40 Pratton Avenue, Sompting, Lancing, Sussex (formerly of 11 Academy Road, Edinburgh). Mr Haldane qualified in 1932.

## NEWS IN BRIEF

□ A revision of the fees for the supply of oxygen equipment is included in the December Scottish Drug Tariff.

□ After 150 years, the Public Dispensary, Leeds, closed last Saturday to be replaced by a multi-million pound emergency and out-patient hospital block.

□ The US Food and Drug Administration are seeking to persuade manufacturers of vaginal deodorants not to include hexachlorophane in the formulation, which they say is potentially harmful. The sprays may be required to carry a warning notice. The FDA and Federal Trade Commission are investigating their use and advertising claims. They are looking into complaints that the deodorants are unnecessary and can cause skin irritation.

□ Soviet scientists have found that DDT can be broken down in soil by micro-organisms, according to the news agency Tass. Their experiments have shown that under the right conditions DDT can be broken down relatively quickly. Criticisms have recently been made about the banning of the pesticide by, among others, Mr G. J. Wilkins, chairman of the pharmaceutical division, Beecham Group Ltd, and Dr N. Borlaug, a 1970 Nobel Prize winner.

# Topical reflections by Xrayser

## A varied diet

So much has been happening in the world of pharmacy that it has been possible to reflect on only a few selected aspects of the general scene. There have been several regional conferences, all well-attended according to reports, at which the subjects have been well chosen, and the events have been well covered in your issues.

Such material affords unlimited opportunities for the membership at large to keep abreast of current problems, if at the same time limiting the opportunities of president and Press of having a restful weekend. In dealing with one of the papers at the Scottish conference at Stirling, I had perforce to omit reference to the others, and to ignore what was taking place at Harrow, where the Chiltern region was discussing the important subject of substitution.

What may seem to be a minor point was the description by Mr D. F. Lewis of biological availability as "the in-phrase today". I am glad that I am not alone in being struck by its frequent use. It would be interesting to know where it originated—though one may hazard a guess in that direction—and, perhaps, more important, its derivation and its precise meaning.

One problem faced by the purist in substitution is the prescribing of a particular brand on a Saturday morning, and by the time the prescription is presented the doctor is off duty for the weekend and there is no means of consultation. What then becomes the prime consideration? A possible accusation of breach of contract or the interest of the patient? In the circumstances, I should not hesitate, informing the doctor of the steps taken when he is again "bio-available".

## Cost-related

The announcement by Sir Keith Joseph—belated, as you say in your Comment—in regard to the abolition of the proposed scheme of cost-related charges, is satisfactory as far as it goes. But it would be unwise to assume that any attempt to charge more for the privilege of being ill has been abandoned. Indeed, the Minister's statement made it as clear as any ministerial statement can make it, that the decision was reached on administrative, not moral, grounds.

Mr W. M. Darling (president, Pharmaceutical Society) wisely commented that in the midst of plenty there is hardship and suffering, and it seems to me that the whole principle of levying charges on the sick within a National Health Service is totally wrong. The cost must fall on those able to pay for it, as Sir Keith said in his first statement in the matter—and that means the population as a whole, not those unfortunate enough to fall ill. But that might not be a popular political move.

## Sowing the seeds

I agree entirely with Mr J. P. Kerr (vice-president, Pharmaceutical Society) that the naming of drugs subject to abuse can actively encourage demand. There is a spirit of experimentation abroad, and it needs no encouragement from the Press who may, from what they consider the best of motives, feel that all they are doing is putting people on their guard. Had the publicity, both in newspapers and on television, been successful, one would have expected to see a drop in the numbers of those becoming addicted. That is not what is happening.



# The leader...



IN JULY-SEPTEMBER  
THE LEAD OVER OUR RIVAL  
WAS **3-to-1\***

*Now more than ever  
it pays to promote*



\*SOURCE: TELEVISION CONSUMER AUDIT 12 WEEKS ENDING SEPTEMBER 25th



**If you think you've got  
today's most modern  
tablet bottles,  
ring Horace Guildford.**

**He's got news for you.**

**U.G. Glass Containers Ltd  
Kingston Road Staines Middlesex Tel: Staines 51321**



**The Innovators in Packaging.**



# NEW PRODUCTS AND PACKS

## Over-the-counter medicinals

### Another for the Cox COB range

Arthur H. Cox announce the addition, to their COB range of Sennalax, a laxative product in tablet form. Each tablet contains standardised senna equivalent to 7mg of calcium sennosides A & B and is available in tubes containing 100 tablets packed in a carton with chemist's own name (Arthur H. Cox & Co Ltd, 93 Lewes Road, Brighton, BN2 3QJ).

## Cosmetics and toiletries

### Magic brews by Rallet

Witchcraft, magic, charms and spells are all "brewed" together in the publicity and sales aids devised for the Styx range of preparations.

The perfume, Destiny Drops, is presented in a witch's hat (£1.25), then there are two sizes of Eau de Mischief a splash-on Cologne 1oz (£0.65) and 4oz (£1.20).

Witches Potion (£0.95) is a creamy skin perfume. Creme Fatale (£0.95) is described as "bewitching creme de parfum to make his pulse race".

The three preparations to complete the range are: Spell Spinning Spray (£0.90) an aerosol fragrance, Quicksilver powder (£0.40), after bath talc and Triple Ripple bath brew (£0.95) a bath oil that separates into three coloured layers (Rallet, 941 Great West Road, Brentford, Middlesex).

### Facial hair bleach

Mitchum Blanchair is the trade mark applied to the new facial bleach from Mitchum-Thayer. Mitchum Blanchair (£2.40) is said to work in minutes and is a suitable hair lightener for face, arms and legs. The skin is left soft and fragrant after treatment and the hair is "almost invisible" (Mitchum Distributors, Sunley House, Croydon CR9 2DB).

### A neck treatment

A specially-designed contour mask impregnated with a lotion is the basis of Pretty-Neck home treatment (£1.45) to "mould the neck and chin into firm young contours". The mask is of cotton, nylon and absorbent fibre with Lycra stretch straps.



It fits under the chin and over the head and is worn for at least an hour. The kit provides 26 home treatments (Pretty Neck Beauty Aids, 102 The Street, Rustington, Sussex).

### Glossing over winter

Guerlain are featuring two new products. Fluid Rouges (£1.90) are three "gently-shaded" liquid blushers, presented in lipstick-style phials. The golden caps have a built-in applicator to enable the blushers to be smoothed over the cheekbones for the softest of highlights. Colours are Rose Pale, Rose The, and Bois de Rose. There is also a new Collection of Lip Glossiers (£0.75) formulated for those who like a moisturised lipstick that isn't greasy and keeps its colour (Guerlain Ltd, 22 Aintree Road, Perivale, Middlesex).

## Photographic

### Zeiss Ikon projector

A new projector from Zeiss Ikon, the P506, replaces the Perkeomat 150 projector. Fitted with a 24 volt 150 watt halogen lamp, the P506 has both forward and reverse automatic slide change operated either by means of multipurpose push buttons or else via a long remote control cable in which a remote focusing control is incorporated. It is fitted with the 85mm f2.8 Talon lens (£88.80) (Johnsons of Hendon Ltd, 335 Hendon Way, London NW4).

### Albums for amateurs

A new range of photograph albums for the amateur colour enthusiast is being offered by Spicer-Hallfield Ltd. The Colourvue range is claimed to be the cheapest album of its type available. It comes in two sizes to take 3½in square colour prints (£1.35) and 3½ x 5½in prints (£1.61), and is available in maroon or blue grained pvc. An important feature is that it is easy to handle in that it contains transparent pockets for housing prints thus eliminating the need for using mounts or adhesive.

To assist in promoting the new album, a colourful counter display stand is also provided (Spicer-Hallfield Ltd, Banks Road, Haddenham, Nr Aylesbury, Bucks).

# PRESCRIPTION SPECIALITIES

## CHLORACTIL tablets

**Manufacturer** DDSA Pharmaceuticals Ltd, 310 Old Brompton Road, London SW5

**Description** White sugar coated tablets containing chlorpromazine hydrochloride 25mg also 50mg

**Indications** Those of chlorpromazine hydrochloride

**Contraindications** In elderly and debilitated patients. Withdraw immediately if depression deepens

**Dosage** 25-50mg daily in divided doses. In psychiatric states 75-800mg daily in divided doses

**Side effects** Sensitisation reactions and jaundice rarely occur, very rarely blood dyscrasias, Parkinsonism may occur

**Packs** 100 tablets 25mg (£0.26 trade) 100 tablets 50mg (£0.48)

**Supply restrictions** PI, S4B

**Issued** December 1971

## MEDOMET tablets

**Manufacturer** DDSA Pharmaceuticals Ltd, 310 Old Brompton Road, London SW5

**Description** Film coated tablets each containing methyl dopa 250mg

**Indications** Antihypertensive agent

**Contraindications** Hepatic damage or dysfunction, or with phaeochromocytoma

**Dosage** Daily dosage is normally between 2-8 tablets but occasionally may be increased to 16 tablets daily

**Side effects** Drowsiness, depression, dryness of mouth, diarrhoea, liver damage, hyperpyrexia, very rarely blood dyscrasias. Oedema resulting from sodium retention requires administration of a diuretic

**Storage** Protect from light, store in airtight containers

**Packs** 100 tablets (£1.65 trade) 500 tablets (£7.60). **Supply restrictions** PI, S4B

**Issued** December 1971

## RETCIN tablets

**Manufacturer** DDSA Pharmaceuticals Ltd, 310 Old Brompton Road, London SW5

**Description** Red enteric coated tablets each containing erythromycin 250mg

**Indications** Infections sensitive to erythromycin

**Dosage** 1 tablet every six hours, may be increased to 2 tablets every six hours

**Precautions** In case of diarrhoea cease therapy

**Side effects** Nausea, vomiting and diarrhoea are rare unless the dose exceeds 300mg

**Shelf life** 18 months when stored below 30°C

**Pack** 100 tablets (£2.95 trade)

**Supply restrictions** TSA

**Issued** December 1971

## Prescription speciality amendments

Sandoz Products Ltd say Ospenef 125 tablets are pink-coloured and not as previously stated.

Tavegil tablets are now exempt from purchase tax.



# TRADE NEWS

## Kodak adopt new symbol

The Eastman Kodak Co has announced the adoption of a new corporate symbol for all its worldwide products, locations and communications.

The symbol—an adaptation of the basic elements of the company's "trade dress"—combines the Kodak name and distinctive typography with the familiar basic colours of yellow and red and/or black.

The symbol will be used in a repetitive way on millions of items—on the back of Kodak-processed colour prints, slide mounts and on the company's range of packaging.

Kodak also announce a modification of the sign long used by photo dealers, "to distinguish between that which is Kodak and those locations where Kodak products are sold". The new design uses the Kodak colours with the traditional printing of the name.

## Felsol and Bengue

British Felsol Co Ltd, have entered into an agreement with Bengue & Co, Ltd, whereby Felsol powders will be distributed by Bengue & Co Ltd, as from Monday, December 13. From that date all orders should be sent direct to: Bengue & Co Ltd, Mount Pleasant, Alpertown, Wembley, Middlesex, HA0 1TX (telephone: 01-902 1638).

## Smaller Miss Dainty

A new, smaller size Miss Dainty intimate deodorant has appeared.

Miss Dainty 70g (£0.70) is essentially an intimate feminine deodorant, but the makers, Gerhardt Pharmaceuticals Ltd, Thornton Laboratories, Purley Way, Croydon CR9 3BE, say it can be effectively used all over the body.

## Range of glass rounds

With packers and manufacturers in view, Beatson Clark & Co Ltd, Rotherham, Yorkshire, present a brand-new series of lightweight wide mouth amber rounds. Glass has functional advantages and these containers are available from stock in 100ml, 60ml, 30ml and 15ml sizes and are packed production-clean in sealed cartons.

The neck finish allows the use of Jaycap pilfer-proof closures.



## Rozalex pack design

Izal Ltd are introducing a new pack design—the glove of protection—for the range of Rozalex products. The new pack design, prepared by Manchester industrial designer Joe Howe, will be incorporated into the Rozalex production schedules as existing pack stocks are exhausted, and the design will be used on all 18 Rozalex products manufactured in 64 different pack sizes.

## Post Haste mini pack

Innovcom Ltd, Wilmslow, Cheshire, who produce the Post Haste padded envelope pack for parcel mailing, have now introduced the Post Haste Mini Pack.

It consists of 10 small padded bags for posting such small items as cassettes, three-inch tapes, boxes of transparencies, 8mm and Super 8 cine film, samples and any non-fragile object not bigger than 4½in x 3in x 8/10in.

The item for mailing is simply slipped into the bag which is then closed with a stapler or with self-adhesive tape and is ready for addressing and posting.

Each padded bag weighs less than 1½oz, so that provided the contents weigh 2½oz or less, the package can be sent anywhere in the UK with a 2½p or 3p stamp, and is small enough to be posted into the local collection box, avoiding a visit to the Post Office.

## Robinson's introduce new packs

For the first time since Robinson's introduced Instant baby foods in 1964, the company has redesigned the packaging.

The foods will retain their recognisable "red for dinner, blue for sweet" colours, but the design is livelier. Photographs of two children are used and each variety shows a different angle, so there is an eye-catching "Polyfoto" effect when the packets are displayed. Reckitt and Colman food division, Carrow, Norwich, used the same idea on the labels of the recently-introduced baby syrups and they intend to extend it to the cereal range in a few months time.

## Front-and-back labels

Self-adhesive labels are now available in reel form with printing on both sides of the face material, thus instructions and warnings can be printed on the back of the label and when applied to clear glass or PVC bottles filled with clear liquids, the wording can be read through the bottle.

Sessions front and back labels can be printed on a paper self adhesive material

or a foil laminate; the latter has maximum opacity. The labels help to overcome difficulties experienced by some companies, when changing over from glass to plastic bottles.

Sessions front and back labels are also useful for shop window point-of-sales small advertising stickers where they can be read from both sides. Samples are readily available from William Sessions Ltd, The Ebor Press, York YO3 9HS.

## Distribution change

J. L. Perl Ltd, 8 Esterbrooke Street, London SW1P 4BR, announce that, effective from December 1, they are distributing on a sole agency basis The Diamond-Deb, Kurlash and Twissors products.

## Additional pack of Paragesic

Sandoz Products Ltd, 41 Upper Grosvenor Street, London W1X 0AL, have introduced a pack of 6 tablets of Paragesic (£0.23).

# Bonus offers

Inter-Alia Pharmaceutical Services Ltd, 226 High Street North, London E6. Pro-Hyd 50.5 invoiced as 4.

Bristol Myers Co Ltd, Stamford House, Station Road, Langley, Bucks. Loving Care. Special bonus through representatives.

The newly developed Atlas A1/246 integral tungsten-halogen projector lamp and dichroic coated mirror. Developed by Thorn Lighting, Thorn House, Upper St Martin's Lane, London, WC2, the new lamp reduces the heat content of the reflected light by as much as 60 per cent compared to conventional aluminium reflector surfaces.



# ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Andrews Liver Salts: All except U, E

Askit powders: Sc, G

Buttercup syrup: Lc, Y, NE

Famel adult cough syrup: All areas

Ironplan: All except E

Protein 21 shampoo: All areas

Trufood Spoonfoods: Lc

Yardley Cougar: All areas



# Minalka

## and the Retail Pharmacist

Are you taking advantage of the six figure  
National and Regional Advertising Campaign?

### **"Minalka therapy and Muscular Rheumatism"**

Generous Bonus terms for the newly cartoned  
360 Tablet Pack of Minalka  
which retails at £1.75 (inc. P.T.)  
10 packets for the price of 9  
15 packets for the price of 13  
20 packets for the price of 17

Individual packets of the 360 Tablet  
Pack of Minalka offer you a  $27\frac{1}{2}\%$  profit  
margin and are also presented in a Minalka  
display outer of 5.

Minalka is available to all retail  
pharmacies through all wholesalers in the  
United Kingdom.

As backing to the National and Regional  
Advertising Campaign we offer  
Individual Minalka Window Display for each  
order of 80 packets per pharmacy.

Barclay and Sons Ltd., through the services  
of Barclay branches and sales representatives  
will act as Concept's agents to the wholesale  
and retail pharmaceutical network.



Concept Pharmaceuticals Limited



# Responsibilities of proprietary medicine makers

"No Minister concerned with health can fail to appreciate the considerable contributions that proprietary medicines make in the treatment of minor ailments," said Lord Aberdare, Minister of State of the Department of Health, when he opened the first general assembly of the World Federation of Proprietary Medicine Manufacturers in London on Monday.

Lord Aberdare added that the availability of such medicines was a convenience to the community and reduced the calls on doctors. But the service carried an important responsibility—"a need for restraint in the ways chosen to promote medicines to the public and to avoid exaggerated claims, and anything that might encourage people to continue with self-medication when they should be seeking medical advice.

"Exaggerated claims are in anything but the short-term self-defeating and tend to destroy confidence in proprietary medicines generally," he said. However, the Federation had already shown by its statement of aims its awareness of the fact that integrity both in the production of medicines and in promotion is not only good ethics but also good business.

Referring to the effects of the Medicines Act, Lord Aberdare said it in no way prevented the sale of home remedies. Its

objective was to ensure that the medicines that were sold were as far as current knowledge permitted, safe for their intended purpose and of good quality.

The voluntary arrangements had served their purpose well and in the field of home remedies this was in no small measure due to the support given by the Proprietary Association of Great Britain. "Now that licensing has been introduced we for our part will endeavour to keep the arrangements as flexible as possible."

The Minister also mentioned the new principle that in future, apart from certain listed medicines, all medicinal products will be sold from registered pharmacies. "The Medicines Commission is currently considering what advice it should give to the Health Minister on the medicines that should be included in the general sale list as being products that can with reasonable safety be sold or supplied otherwise than under the supervision of a pharmacist."

## The US viewpoint

Confirmation that the United States Food and Drug Administration accepts the concept of self-medication—and that it is not intent on massive removal of over-the-counter products from the market—was given by Dr Charles C. Edwards, the US Commissioner for Food and Drugs.

However, Dr Edwards said that governments were "in the regulation business to stay," though in the US they would prefer to work with industry to achieve reasonable regulation. He strongly supported international moves to exchange information in order to cut down time and avoid duplication of effort.

Dealing with the FDA's pending review of o-t-c medicines, Dr Edwards assured his audience that there was no intention to interfere unnecessarily or obstruct arbitrarily the efforts of those who supplied drugs used for self-medication. "At the same time, we cannot be influenced by economic or political considerations. Our one and only mandate under law is to assure safe and effective drugs for the American consumer."

## Drug efficacy study

Of greatest interest to the industry at the moment was the drug efficacy study conducted for FDA by the National Academy of Science. Most of the drugs reviewed were for prescription, and of the 3,000 drugs with 16,000 claims reviewed, only 422 were o-t-c.

Prescription drugs were disease oriented; o-t-c drugs were generally symptom oriented, said Dr Edwards. Prescription drugs were more toxic, and involved important benefit-to-risk considerations; o-t-c drugs were intended to involve minimal risk and were by definition "safe" in the usual meaning of that term. They generally consisted of long-used components the pharmacology of which in most instances is well understood and documented, and the user can recognise his own distress and its relief. The o-t-c medicines might, therefore, require a different order of evidence to establish efficacy.

Nevertheless, any proof of efficacy acceptable to the FDA must be no less valid and no less reliable than for prescription drugs. "It must in final analysis allow the consumer a reasonable expectation that the product he buys will give him the relief he seeks."

To carry out the review project, FDA was establishing panels for each basic category of o-t-c drugs, for example analgesics, cough preparations, laxatives, and antacids. Judgments on efficacy within each category would be based on well-defined criteria for acceptable ingredients, formulations, therapeutic limitations and directives for consumer use.

Dr Edwards stressed that the efficacy review began with no bias against fixed-dose combinations. "We fully recognise the favourable arguments on behalf of such o-t-c products, including patient convenience, economy and better adherence to medication schedules." But, where efficacy problems did arise, he was convinced that reformulation with label and promotional changes could handle them. "Removal of products from the market is the last of a number of options available to the manufacturer."

"The problem here is not efficacy but promotion. All too often, basically good products with long and useful histories are being altered, added to, reformulated, and reshaped with no purpose but promotional advantage. And promotion all

Mrs and Mr G. Hollis greet Dr Ludwig Erhardt, the former West German Chancellor





# CHEMIST & DRUGGIST

## Price service

**'Contac 400'**  
for 12 months  
continuous profit!



### AMENDMENT TO SEPTEMBER QUARTERLY PRICE LIST

Trade prices are given per unit unless otherwise stated. Bold upright figures (0-14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0-14) is manufacturer's recommended price. Upright figures (0-14) is a suggested guide.

**r** = Price advanced. **r** = Price reduced.

**n** = New entry. **d** = Delete.

**c** = Correction. **i** = Insert.

	Trade £.p	Tax £.p	Retail £.p
<b>DEBUT (366 Dendron)</b>			
cleansing cream with CEF 600			
tube 112 ml	5.5061dz	2.3538dz	0.85
<b>0.7 (1397 P de LL)</b>			
Cologne			
1 oz	3.38dz	1.52dz	0.55
2½ oz	6.34dz	2.85dz	1.03
4 oz	11.38dz	5.12dz	1.85
8 oz	18.77dz	8.45dz	3.05
perfume			
2 cc	3.07dz	1.38dz	0.50
4 cc	4.67dz	2.10dz	0.76
½ oz	6.33dz	2.85dz	1.03
½ oz	14.46dz	6.51dz	2.35
1 oz	21.23dz	9.56dz	3.45
2 oz	35.38dz	15.92dz	5.75
<b>34 (137 Blakoe)</b>			
hormone cream			
48 g	0.64	0.28	1.25
<b>ECIDIN (878 Napp)</b>			
symp			
120 ml	0.30		
456 ml	1.10		
2.27 l	4.76		
tablets			
20	0.19		
100	0.85		
500	3.80		
<b>EXOLIN (518 Glaxo)</b>			
liquid A and D			
10 ml	0.05	..	0.06½
50 ml	0.145	..	0.19½
A, C and D			
10 ml	1.69	..	0.09
(25)			
50 ml	5.63	..	0.30
(25)			
<b>ORIAMYCIN (973 Pharmitalia)</b>			
vial			
10 g	3.40	..	TS
<b>EFAMATIC (16 AGL)</b>			
camera			
100 Sensor outfit with case	..	..	12.50
without case	..	..	10.99
<b>OLA (208 BW)</b>			
atomiser, all glass			
<b>COCHOLINE (115 Bengue)</b>			
granules			
100 g	0.23	0.07	0.38 a
wick (671 Jeyes) existing entry			d
<b>WICK (671 Jeyes)</b>			
aerosols, alpine, lilac			i
time, springtime			
283 g	1.90dz	..	0.18½
bottles wick	..	2.28dz	..
refill	..	1.90dz	..
solid	..	2.36dz	..
<b>LADDIN (23 ALAD)</b>			
Ambassador	16 oz	..	0.61
32 oz	..	..	0.97
Concorde	16 oz	..	0.58
32 oz	..	..	0.94

	Trade £.p	Tax £.p	Retail £.p
<b>Continental</b>			
8 oz	..	..	0.51
16 oz	..	..	0.54
23 oz	..	..	0.83
32 oz	..	..	0.90
<b>Escort</b>			
16 oz	..	..	0.54
32 oz	..	..	0.87
<b>food flask</b>			
16 oz	..	..	0.76
32 oz	..	..	0.97
<b>super</b>			
16 oz	..	..	0.97
32 oz	..	..	1.18
<b>jug</b>			
32 oz	..	..	2.21
<b>vacuum flasks</b>			
23 oz	..	..	0.88
<b>refills</b>			
<b>Continental</b>			
8 oz	..	..	0.30
<b>Concorde, Continental,</b>			
<b>Ambassador, Escort and</b>			
<b>Dura-Clad</b>			
16 oz	..	..	0.33
32 oz	..	..	0.52
<b>Concorde and Continental</b>			
23 oz	..	..	0.50
<b>food flask</b>			
..	..	..	0.55
<b>food flask or jug</b>			
32 oz	..	..	0.65
<b>food flask super</b>			
16 oz	..	..	0.57
32 oz	..	..	0.68
<b>ALBERTO CULVER (24 ACC)</b>			
<b>Get Set hair spray</b>			
natural hold	303 g	2.78dz	1.25dz 0.43
super hold	303 g	2.78dz	1.25dz 0.43
for greasy hair	303 g	2.78dz	1.25dz 0.43
<b>ALBION (339 CG)</b>			
cotton wool			
1 oz	0.45dz	..	0.06
4 oz	1.16dz	..	0.13½
16 oz	3.65dz	..	0.42
<b>paper wrapped</b>			
2 oz	0.70dz	..	0.09
8 oz	2.00dz	..	0.23
16 oz	3.42dz	..	0.40
<b>ALCON (1154 SNP)</b>			
eye preparations			
fluorescein 2% 15 ml	..	..	d
isopto prednisolone			
5 ml	..	..	d
<b>AMAMI (105 BTD)</b>			
setting lotion	..	1.36dz	0.615dz 0.20
<b>AMIN-EX (760 Liga)</b>			
low protein biscuits	..	1.53dz	.. 0.17
<b>AMYLOMET (180 BEP)</b>			
tablets 30 mg	100	0.20	.. †sls4A
250	0.40	..	.. †sls4A
1000	1.37	..	.. †sls4A
100 mg	100	0.39	.. †sls4A
250	0.85	..	.. †sls4A
1000	2.96	..	.. †sls4A
<b>ANADIN (655 ICC)</b>			
tablets			
4	0.28dz	0.09dz	0.04
8	0.48dz	0.15dz	0.07
20	1.24dz	0.38dz	0.17
<b>ANAPAX (848 Minnesota)</b>			
cold and flu mixture	..	..	d
<b>ANAXERYL (115 Bengue)</b>			
ointment	40 g	0.18	0.055 0.29½
<b>ANBESOL (655 ICC)</b>			
oral antiseptic	..	1.54dz	0.47dz 0.21
<b>ANDRE PHILIPPE (48 AP)</b>			
bath essence	9	3.00dz	1.35dz 0.49
bubble bath	..	..	..
daddy Christmas	..	..	d
soap guest ovals (6)	31	2.50dz	0.75dz 0.36
<b>ANESTAN (325 C-A)</b>			
tablets			
64	4.05dz	..	0.45 †
184	10.35dz	..	1.15 †
packs of 60 and 180	..	..	d
<b>ANGIERS (172 BMCL)</b>			
emulsion	..	0.161	0.048 0.26
..	..	0.254	0.076 0.41
<b>junior aspirin</b>			
tablets	dp500	0.351	

	Trade £.p	Tax £.p	Retail £.p
<b>ANNE FRENCH (655 ICC)</b>			
cleansing milk			
79 cc	1.62dz	0.73dz	0.25
206 cc	3.04dz	1.37dz	0.47
<b>glow 5 mask sachets (1)</b>			
(3)	0.65dz	0.30dz	0.10
1.56dz	0.71dz	0.24	
<b>moisture cream</b>			
tubes	1.30dz	0.59dz	0.20
jars	2.14dz	0.97dz	0.33
<b>Hidden Beauty</b>	..	..	d
<b>ARAMANTA (1484 Hagman)</b>			
special complexion milk	227 cc	..	0.92½c
<b>ARRID (235 CW)</b>			
anti-perspirant extra			
dry aerosol standard			
130 g	2.92dz	1.25dz	0.44
190 g	3.53dz	1.51dz	0.53
255 g	4.52dz	1.93dz	0.68
<b>unscented</b>			
130 g	3.26dz	0.93dz	0.44
190 g	3.94dz	1.12dz	0.53
255 g	5.03dz	1.43dz	0.68
<b>anti-perspirant supreme</b>			
cream			
15 g	1.66dz	0.47dz	0.23
28 g	2.10dz	0.60dz	0.29
roll-on	28 g	2.05dz	0.88dz 0.31
refill	28 g	1.81dz	0.77dz 0.27
spray	45 cc	1.79dz	0.51dz 0.25
<b>ASPERGUM (1333 WL)</b>			
50	2.30dz	0.66dz	0.35
dp250	0.905		
<b>ASPRO (893 Nicholas)</b>			
junior tablets	24	0.775dz	0.23dz 0.10
<b>BAMYL (456 FS&amp;S)</b>			
bath extract			
12 oz	2.52dz	0.755dz	0.36½
1 gal	1.27	0.38	
<b>shampoo</b>			
2 oz	0.66dz	0.20dz	0.10
4 oz	1.02dz	0.305dz	0.15
1 gal	0.72	0.215	
<b>shaving stick refill</b>			
5.55	1.665	0.07	
(gross)			
<b>toilet soap</b>			
5.53	1.51	0.07	
(gross)			
<b>BANTRON (149 Cuticura)</b>			
smoking deterrent	15	4.48dz	1.31dz 0.63½†
<b>BARITOP 100 (289 Concept)</b>			
contrast medium 300 ml	0.52		
<b>BAYCARON (452 FBA)</b>			
tablets 25 mg	50	1.24	.. 1.86
150	3.52	..	5.28
<b>BAYOLIN (452 FBA)</b>			
ointment 35 g	..	0.18	0.05 0.32
<b>BEAUTY PUFFS (786 Macdonald)</b>			
coloured raven balls	3.00dz	..	0.37½
<b>BEDEMAN (102 CB)</b>			
lemon cream shampoo			
sachet	1.40	0.42	0.07½
(3 doz)	(3 doz)		
<b>therapy treatment</b>			
shampoo			d
<b>BENGUE'S BALSAM (115 Bengue)</b>			
original	25 gm	0.13	0.04 0.21½
dp500 gm	2.00		
greaseless	25 gm	0.13	0.04 0.21½
<b>BENURIDE (115 Bengue)</b>			
tablets 200 mg	100	1.20	.. 1.59½
500	5.50		
<b>BETADINE (878 Napp)</b>			
ointment 25 g	..	0.25	..
60 g	..	0.53	..
<b>skin and scalp</b>			
cleanser 100 ml	..	0.41	..
vaginal douche 240 cc	..	0.98	..
gel	..	0.98	..
pepperies	14	0.98	..
<b>scalp lotion</b>			
..	..	..	d
<b>BIRKIN (1201 Supervite)</b>			
hair tonic with oil			
110 cc	0.30	0.13	0.60
220 cc	0.45	0.20	0.90
<b>without oil</b>			
110 cc	0.30	0.13	0.60
220 cc	0.45	0.20	0.60

Specify **Wellcome\* Insulins**

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent \*Trade Mark



		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
BISMAG (655 ICC)					CLEARASIL (1055 RM)				CYCLOMET (180 BEP)			
powder	..	1.03dz	0.31dz	0.14	cream skin tinted	..	2.00dz	0.60dz	0.30	tablets 200 mg	50	0.32
	..	1.83dz	0.55dz	0.25						100	0.57	..
tablets	165	1.83dz	0.55dz	0.25	CODASPHEN (878 Napp)	12	..	..	d	250	1.28	..
BISODOL (655 ICC)					tablets					1000	4.74	..
rollimints	..	0.44dz	0.14dz	0.06	COLGATE (280 CP)				d	12 oz	2.00dz	0.30dz
tablets	100	2.35dz	0.71dz	0.32	fluoride toothpaste							
BLACK VELVIT (1072 CR&Co)				i	fluor with MFD				i	DEAKIN'S (360 D&H)		i
blackcurrant syrup	12 oz	1.32dz	0.19dz		toothpaste				d	cough & cold healer		
18 oz	1.81dz	0.26dz			Coliacron (444 F.A.I.R.)				i	100 ml	1.305dz	0.395dz
BLAKOE (137 Blakoe)					COLIACRON (1563 Enzypharm)					200 ml	2.205dz	0.665dz
male hormone cream					COLLOZETS (324 Crookes)	18	0.085	..	0.12½	inflammation remedy	100 ml	1.36dz
	1½ oz	0.83	..	1.25	COLOPLAST (1364 HMS)					200 ml	2.205dz	0.665dz
maxivits	20	0.66	..	1.00	colostomy bags					DEANASE D.C. (291 Consolidated)		
minivits	50	0.66	..	1.00	8 x 5 in	10	0.35			DEEP (102 CB)		
multi vitamin/mineral					8 x 5½ in	10	0.43			conditioning shampoo	3.60dz	1.08dz
tablets	80	0.63	..	0.95	10 x 6¼ in	10	0.60			therapy treatment	shampoo	3.60dz
vitamin C tablets	200	1.33	..	2.00	12 x 4 in	10	0.43			treatment shampoo	3.60dz	1.08dz
500 mg	100	0.66	..	1.00	12 x 5 in	10	0.50			DELTA-BUTAZOLIDIN (501 Geigy)		
E cream	1½ oz	0.83	..	1.25	extra range					tablets	100	1.61
tablets					8 x 5 in	10	0.50			packs of 30 and 150		
100 mg	100	0.70	..	1.10	8 x 5½ in	10	0.58			DENTU-CREME (1178 Stafford)		
200 mg	50	0.70	..	1.10	10 x 6¼ in	10	0.74			standard	1.06dz	0.32dz
capsules					COMET (810 Maws)					large	1.47dz	0.44dz
600 mg	15	0.66	..	1.00	haircutter	..	0.305	0.09	0.63	DEWDOWN (918 Or-Lem)	..	1.18dz
32	1.33	..	2.00		Regal	..	0.46	0.14	0.87½	squashes	..	1.18dz
wheat germ oil capsules					blades	..	1.46	0.44	0.15	DIGESPIRIN (1169 BGS)	..	0.11
	140	0.66	..	1.00	COMPOUND "W" (655 ICC)					antacid	..	0.11
BLANDLAX (147 Boots)					wart remover	..	1.17dz	0.36dz	0.16	DIXEL (189 BT)		
500 ml	1.68dz	0.505dz	0.25		COREGA (1178 Stafford)					cuisine kitchen towels	1.64dz	0.18dz
BORNOLIN (115 Bengue)					denture powder	18 g	1.18dz	..	0.14	twinn pack		
ointment	40 g	0.15	..	0.20	Corimist (1111 Corionel) existing entry				d	DOSULFIN (501 Geigy)		
500 g	0.91				CORIMIST (1111 Corionel)				i	DRISTAN (655 ICC)	24	2.34dz
BRADOSOL (262 CIBA)					conditioner	sachet	1.30	0.585	0.07	tablets	24	2.34dz
lozenges 0.5 mg	20	1.20dz	..	0.15	bottle		2.08dz	0.935dz	0.34	DURHAM DUPLEX (1526 DDR)		
Brands (1114 SEF)				d	conditioning hair set	..	0.74dz	0.335dz	0.12	safety razor, folding	100	4.72dz
BRANDS (1438 RHM)					hair spray	3 oz	2.13dz	0.96dz	0.35	kit	100 c	7.72dz
essence of beef	2½ oz	2.21dz	..	0.24	8 oz	3.34dz	1.505dz	0.55		101	5.36dz	1.61dz
chicken	2½ oz	2.21dz	..	0.24	12 oz	4.80dz	2.16dz	0.79		101	5.36dz	1.61dz
calf's foot jelly	10½ oz	..	..	d	quick set	..	3.22dz	1.45dz	0.53	safety razor "T" shape	300	4.47dz
BRONNLEY (194 Bronnley)					shampoo	sachet	1.22	0.365	0.06	stopping attachment	80	0.86dz
soap					tube		1.64dz	0.49dz	0.24	swinging stop	70	2.41dz
country herbs					(3 dz)		(3 dz)			home hair trimmer	700	4.47dz
visitors (6)	..	..	..	0.60	spray tonic	..	3.28dz	1.475dz	0.54	with blades	..	4.07dz
BRONTRIUM (1074 Roche)					CORNEX (534 GT)					razor blades	..	4.07dz
capsules	100	1.10	..	1.65	7 ml	0.07½	0.02	0.14		stainless	(5)	1.69
paediatric	100	0.74	..	1.11	CORRECTOL (1333 WL)					hollow ground	..	1.79
BROVOLIN (878 Napp)					laxative	25	1.28dz	0.36dz	0.18½	(10 pkts)	(10 pkts)	
cough svrup	150 ml	0.30	0.09	†DDI	25	1.28dz	0.36dz	0.18½		(20 pkts)	(20 pkts)	
dp	1200 ml	1.90	..	†DDI	50	2.20dz	0.63dz	0.33		blades for trimmer	..	1.79
BUTACOTE (501 Geigy)					CORRIDA (Feraud) (480 FP)					(20 pkts)	(20 pkts)	
tablets	100	1.06	..	†s4B	eau de toilette for men	2 oz	0.70	0.32	1.60	stopping kit	90	4.29dz
tubets	500	4.92	..	†s4B	16 oz	2.70	1.22	6.00		stopping attachment	80	0.86dz
BUTOMET (180 BEP)					2½ oz	1.45	0.65	3.25		swinging stop	70	2.41dz
tablets 100 mg	50	0.25	..	†s1s4A	atomiser	2½ oz	1.45	0.65	3.25	DURST (673 J of H)		
	100	0.44	..	†s1s4A	CORTENEMA (115 Bengue)					enlarger	F 30	..
	250	0.91	..	†s1s4A	retention enema	7 x 60 ml	2.00	..	..	Dutton's (398 GD) entire entry	..	..
	1000	3.20	..	†s1s4A	CORTODERM N (324 Crookes)	tube 1%	0.315	0.095	TS	DUTTON'S (1169 BGS)	..	1.00dz
BYDOLAX (878 Napp)					COTY (301 Coty)	10 g	0.315	0.095	TS	cough mixture	..	1.00dz
syrup	150 ml	0.21	..	..	Originals					..	1.60dz	0.48dz
	1200 ml	1.15	..	..	lash'n liner		11.22dz	5.05dz	1.90	DUVADILAN (1539 Duphar)		
CALAZEAN (312 AC)					COVEXIN 8 (208 BW)					ampoules 10 mg 2 ml 6	0.55	..
cream	25 g	0.08	0.024	0.14½	vaccine (vet.)	50 ml	..	..	1.05	packs of 5	..	..
Californian Poppy (76 Atkinson)				d	100 ml	..	..	..	1.95	DYLON (816 Mayborn)		
CALIFORNIAN POPPY (1102 Sanitas)				i	250 ml	..	..	..	4.10	quick wash	..	1.20dz
perfume	trial	0.82dz	0.37dz	0.13½	250 ml	..	..	..	4.10	tie & dye kit	..	4.00dz
	standard	1.25dz	0.565dz	0.20	syringe pack	..	..	..	0.50	EKAMMON (1305 WB)		
perfumed Cologne	..	2.26dz	1.015dz	0.37	box of 6 needles	..	..	..	1.50	tablets	100	0.38
talcum powder	..	1.13dz	0.51dz	0.18	Crowes Cremine (751 LL)				d	soluble	50	0.22
CAMCOLIT (221 Camden)					CROWES CREMINE (558 Halas)				i	EMLAB (848 Minnesota)		
tablets 250 mg	100	0.325	..	0.43½	tin	..	1.84dz	0.83dz	0.30	brewers yeast tablets	50	1.23dz
1000	2.10	..	2.80		CROWN (1073 Robinson)	6	0.636dz			100	1.87dz	
CAMCOPOT (221 Camden)					wool felt	4680	0.902dz			250	3.10dz	
tablets	500	1.20	..	1.80	4681	0.902dz				iron & brewers yeast tablets	50	1.23dz
CARDINELLI (226 CBP)					CULLEN'S MRS (330 C&D)					100	1.87dz	
eyelashes					cough balsam	..	1.25dz	0.38dz	0.17	250	3.10dz	
classique	..	0.49	0.22	0.98	corn plaster	..	3.60	1.08	0.04½	Energen (1114 SEF)		
CARTERS (232 Carters)					headache powders	..	1.35	0.41	0.02	ENERGEN (1438 RHM)		
all-in-one canned brew	6.25dz	..	..	0.75	tablets	..	1.35	0.41	0.02	EPITONE (147 Boots)		
herb care shampoo	sachet	1.90	0.57	0.07	indigestion laxative pills		3.10	0.93	0.04	vitamin and iron tonic	250 ml	1.70dz
		(50)	(50)		Macleans stomach powder	6.60	1.98		0.08	500 ml	3.20dz	..
rosemary shampoo	..	1.35	0.405	0.05	(gross)	11.50	3.45	0.14		tablets	500 ml	3.20dz
		(50)	(50)		(gross)	1.40	0.42	0.01½		packs of 10	..	..
vitamin C health drink	..	0.44	..	0.65	(gross)	1.40	0.42	0.01½		shaving stick	..	0.83dz
CARTERS (235 CW)					CUPAL (333 Cupal)					Estee bath oil	½ oz	..
little liver pills	36	1.08dz	0.31dz	0.15	bismuthated magnesium					1 oz	..	..
	100	2.10dz	0.60dz	0.29	ovals	tins 2 oz	0.80dz	0.22dz	0.11½	body cream	..	..
CAVALCADE (567 HCBP)					ginger flavour,					superpurse spray	..	..
hair friction	..	1.00dz	0.45dz	0.17	Friar Tuck	3 oz	1.10dz	0.18dz	0.15	lip glossers	..	..
CELEVAC (1305 WB)					CUSSENS (338 Cussens)					stick	..	..
granules	100 g	0.31	0.093	0.56	Imperial Leather		0.59dz	0.175dz	0.07½	wake-up mask	..	..
CELLOSENE (1073 Robinson)					soap toilet					100 ml	0.107	
cellulose wadding	16 oz	1.80	..	..	CUTEX (256 CPL)					21	1.088	
Cerebos (242 Cerebos)					Blinkers	..	2.53dz	1.24dz	0.45	EUGENE (431 Eugene)		
CEREBOS (1438 RHM)				d	hand cream	tube	3.08	1.35	0.15	(distributors 67 Ashe)		
CHRISTYS (261 Christy)					CUTICURA (1491 Cuticura)					shampoos luxury	20 cc	0.56dz
moisturising cream	jar	2.15dz	0.97dz	0.35	hand cream	tube	3.08	1.35	0.15	210 cc	2.14dz	0.63dz
					ovals	tins 2 oz	0.80dz	0.22dz	0.11½	liquid cream	13 oz	1.63dz
CLAIROL (172 BMCL)					ginger flavour,					delacquer	26 g	0.31dz
Condition hair					Friar Tuck	3 oz	1.10dz	0.18dz	0.15	shampoos existing entry		
conditioner	..	0.174	0.078	0.33	CUSSENS (338 Cussens)							
Loving Care creme					Imperial Leather		0.59dz	0.175dz	0.07½			
after rinse	..	0.027	0.012	0.05	CUTEX (256 CPL)							
hair colour lotion	..	0.243	0.109	0.47	Blinkers	..	2.53dz	1.24dz	0.45			
Nice N'Eyes					CUTICURA (1491 Cuticura)							
hair colour	..	0.304	0.137	0.58	hand cream	tube	3.08	1.35	0.15			
Summer Blonde lightener	0.263	0.118	0.50	0.50	ovals	tins 2 oz	0.80dz	0.22dz	0.11½			



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
MIG (673 JofH)				HARVEY'S (139 Bleasdale)				manilla single	2.27		0.07½
round projector				aconite powders	0.36	0.108	0.65 †s1	double	2.09		0.14
Mark 710D	139.59			embrocation	7.5 dr 0.29	0.087	0.52 †s1		(3 dz)		
RAX (501 Geigy)				2½ oz 0.35	0.105	0.62½†s1			(1½ dz)		
lotion	150 ml 0.33	0.49½		10 oz 0.95	0.285	1.78 †s1		toilet rolls			
11	1.71	2.56½	d	hair restoring ointment	0.31	0.093	0.56½	babysoft twin	2.08		0.12½
packs of 500 ml and 21				red lotion	1½ pt 0.32	0.096	0.57½		(1½ dz)		
CEDRIN (172 BMCL)				2 pt 0.43	0.129	0.77		manilla	2.68		0.08½
tablets	36 0.176	0.053	0.29	worm and condition					(3 dz)		
MILLA (304 Costa)				powders	0.36	0.108	0.65 †s1i	toilet fittings			
baby food	2½ oz 0.63dz			with ball, without ball				plastic white	2.72dz	0.30dz	0.37
13 oz 2.62dz				and for foals and yearlings			d	porcelain white	0.64	0.07	1.03
Swiss Berchemuesli	2½ oz 0.63dz			HEAD & SHOULDERS (1010 P&G)				coloured	0.78	0.09	1.26
13 oz 2.60dz				shampoo cream				JEYPINE (671 Jeyes)			
ARLEYS (448 Farleys)				large	1.96dz	0.54dz	0.26	disinfectant	200 ml 0.98dz		0.09
baby dinner and sweet range			d	H.E.B. (589 HEB)				340 ml 1.30dz			0.11½
BRILIX (147 Boots)				solution	200 ml 0.45			570 ml 1.99dz			0.17½
100 ml 1.76dz			0.22	HILTON (105 BTD)				1 gal 0.80			0.94
NNINGS (1534 Fennings)				creamy	3.06dz	1.38dz	0.45	5 gal 3.53			4.20
mixture				HOSTACAIN (614 Hoechst)				JUNIVITE (147 Boots)			
lemon flavour for				with noradrenaline				childrens vitamin syrup	200 ml 1.60dz		0.20
influenza	1.38dz	0.41dz	0.19½c	cartridges	1.8 ml 0.92		†s4B	JUNO JUNIPAH (312 AC)			
original stomachic	1.38dz	0.41dz	0.19½	HOSTACAIN SPECIAL (614 Hoechst)			†s4B	salts	1.49dz	0.45dz	0.20½
mixture			d	HUDNUT (631 Hudnut)				JUSTINE (Feraud) (480 FP)			
ENOX (147 Boots)				Fashion style	small 2.48dz	1.115dz	0.39	eau de toilette	2 oz 0.75	0.34	1.70
nasal drops	½ oz 1.00dz		0.12½	large	3.75dz	1.69dz	0.59	4 oz 1.30	0.58	2.80	
BROSINE (655 ICC)				Light and Bright	2.035dz	0.915dz	0.32	16 oz 2.80	1.26	6.20	
balm	1.47dz	0.45dz	0.20	Roll Quick	small 1.205dz	0.54dz	0.19	atomiser	2½ oz 1.60	0.72	3.60
EXOPLAST (1073 Robinson)				large	2.225dz	1.00dz	0.35	perfume	½ oz 0.70	0.32	1.60
elastic bandage adhesive				HYDERGINE (1098 Sandoz)				¾ oz 1.35	0.61	3.00	
B.P.C. full spread				ampoules 1 ml 5	0.28		0.42 †s4B	2 oz 2.25	1.01	5.00	
4 in x 3 yd 4404	4.961dz			pack of 6			d	2 oz 5.40	2.43	12.10	
6 in x 3 yd 4465	7.344dz			HYDROSALURIC-K (837 MSD)				atomiser	½ oz 1.40	0.63	3.20
B.P.C. half spread				tablets pack of 25			d	Katkins (967 Petfoods) entire entry			d
2½ in x 3 yd 4420	3.261dz			HYPON (218 Calmic)				KATKINS (967 Petfoods)			i
wound dressing flexible B.P.C.				tablets	10 0.64	0.19	0.11½†DDI	handy	2.06	0.32	0.04
1½ in x 2 in 4260	0.450dz			(1½ dz)	125 0.20	0.06	0.36 †DDI	large	2.58	0.41	0.07½
factories pack assorted	4267 1.534			300 1.00	600 1.85		0.77 †DDI				
wound dressings				5000 12.00			†DDI	KEEPAWAY (1169 BGS)			d
1½ x 1½ in x 144 4270	0.761			IBCOL (671 Jeyes)			†DDI	55 ml size			
1½ x 2 in x 144 4271	0.903			disinfectant	200 ml 0.98dz		0.09	KINX (1073 Robinson)			
2 x 3 in x 144 4272	1.311			340 ml 1.32dz			0.12	pleated wool mini	2.75		
2½ x 3½ in x 144 4273	1.737			570 ml 2.02dz			0.18	(6 dz)			
3½ x 4½ in x 144 4274	2.796			extra	1 gal 0.80		0.94	KOMPO (1329 White)			
individually wrapped				5 gal 3.53			4.20	liquid	4 oz 1.30dz	0.39dz	0.19
¾ x 1½ in x 100 4374	0.577			IMMAC (655 ICC)				LAEVALORAL (218 Calmic)	250 ml 0.65	0.195	1.17
¾ x 2½ in x 100 4375	0.647			hair removing cream				LAEVALORAL-C (218 Calmic)	liquid 100 ml 0.34	0.10	0.61
¾ x 3 in x 100 4376	0.663			27 g 1.62dz	0.73dz	0.25		LAEVOTONINE (218 Calmic)	100 ml 0.26	0.08	0.47 †s1
1½ x 1½ in x 100 4370	0.836			54 g 2.59dz	1.17dz	0.40		LANGS (373 DHL)			
1½ x 2 in x 100 4371	0.913			sachet 0.65dz	0.30dz	0.10		colour sprays	6 oz 2.40dz	1.03dz	0.40
2 x 3 in x 100 4372	1.270			78 g 2.34dz	1.06dz	0.36		crystal clear wig spray	6 oz 1.90dz	0.82dz	0.33
2½ x 3½ in x 100 4373	1.715			lotion				16 oz 3.40dz	1.45dz	0.57	
flexible dressing strips				INAPASADE (1154 SNP)				mens toupee spray	6 oz 1.90dz	0.82dz	0.33
¾ x 1½ in x 144 4275	0.494			granules 1000 g				16 oz 3.40dz	1.45dz	0.57	
¾ x 2½ in x 144 4276	0.544			INGRAM (172 BMCL)				wig cleaning fluid	1 pt 3.00dz		0.43
¾ x 3 in x 144 4277	0.589			shaving lather cream	0.110	0.033	0.18	dry cleaning fluid	1 pt 3.40dz		0.53
ORTIOR (878 Napp)				economy size	0.152	0.046	0.25	wig set gel	sachet 3.00dz	1.28dz	0.05
tablets	25 0.18			"cool" brushless shave	0.110	0.033	0.18	4 oz 1.80dz	0.78dz	0.31	
150 0.90				INNOXA (654 Innox)				10 oz 3.60dz	1.54dz	0.63	
REEZONE (655 ICC)				protein conditioning cream			0.87	8 oz 3.00dz	1.28dz	0.53	
corn remover				INSIDON (501 Geigy)				16 oz 4.80dz	2.06dz	0.83	
FRESH & DRY (172 BMCL)				tablets 50 mg 100	1.02		1.53 †s4B				
blue and herbal				pack of 150			d	nail enamel drier	8 oz 3.00dz	1.28dz	0.53
aerosol	120 g 0.234	0.105	0.42	INSTANT POSTUM (304 Costa)				16 oz 4.80dz	2.06dz	0.83	
165 g 0.302	0.136	0.54		2.85dz				complexion lotion	3 oz 2.58dz	1.16dz	0.42
roll-on	28 cc 0.176	0.079	0.32	INSULEX (651 Insulex)				glycerine and rose water	3 oz 2.58dz	1.16dz	0.42
42 cc 0.219	0.099	0.40		ice bucket	4 pt 1.83	0.20	2.95	complexion milk			
refill	0.16	0.072	0.28	Interaction (444 F.A.I.R.)				glycerine and white lilac	3 oz 2.16dz	0.97dz	0.35
FRESH-SOX (848 Minnesota)				INTERACTON (1563 Enzypharm)				LERGOBAN (1061 Riker)			
deodorising insocks	2.55dz	0.287dz	0.35	INTRACEL (848 Minnesota)				tablets	50 0.60		†s7
UCIDIN H (747 Leo)				cream			d	200 2.00			†s7
gel	10 g 0.38		TS	ISO-PAK (16 AGL)			4.63½	LEUCOVORIN (746 Lederle)			
25 g 0.80			TS	camera 1C				ampoules 3 mg/ml 10	3.20		
ADE (621 Howden)				ISORDIL (1370 Ayerst)				packs of 6			d
entire entry			d	tablets 5 mg 100	0.80		†	LEVIUS (973 Pharmitalia)			
ALA (876 MP)				10 mg 100	0.85		†	tablets	20 0.15	0.045	0.27
sensitive cleanser	4.43dz	1.995dz	0.75	250 2.00			†	250 1.75			
sensitive fresher	4.43dz	1.995dz	0.75	INTEGRIN (1599 Winthrop)				LIGA (760 Lixa)			
AVISCON (1037 Reckitt)				capsules 10 mg 100	1.69			3 way food	0.87dz		0.09
tablets	20 0.333			500 8.22				gluten free biscuits	1.15dz		0.15
IVENCHY 111 (1589 Givenchy)				tablets 40 mg 250	8.92			Li-lo (308 Cow) existing entry			d
perfume				JACQUELLE (1412 Jackel)							
atomiser	7 g		4.50	Deep cleansing milk	0.09	0.04	0.18	Li-LO (308 Cow)			i
toilet water				foam bath	0.10	0.03	0.18	air cushion 18 x 13 in	0.415dz		0.62½
atomiser	100 g		4.30	lemon hand cream	0.09	0.04	0.18	print on one side	0.475dz		0.71
GLOVELIES (899 JND)				shampoo	0.10	0.03	0.18	air pillow 18 x 13 in	0.29dz		0.44
dp100	0.165	0.023	0.34	JEYES (671 Jeyes)				print on one side	0.375dz		0.56
KOKO (1565 P. Plus)				air freshener blocks (Whiz)				baby pants (elastic leg)			
minivision			18.90					small, med, large (2)	0.85dz		0.12½
GRASSHOPPER (1169 BGS)								ex. large (2)	0.10dz		0.15
ointment	0.09		0.15					cot sheets 27 x 18 in	1.35dz	0.15dz	0.19
GREY OWL (540 GOL)								36 x 27 in	2.48dz	0.27dz	0.33
filter kit	1.30		1.95					hot water bottles			
filters	0.166		0.25					Airflow junior	0.325		0.49
connectors	0.16		0.24					double heat	0.375		0.56
sodium metabisulphite	0.03		0.05					standard	0.395		0.59½
GUERLAIN (548 Guerlain)								major	0.44		0.66
lip glossers			0.75					Sheerline	0.395		0.59½
rouge fluid			1.90								
HAELAN-X (378 Dist)											
cream/ointment	60 g		d								
HAEMOVIN (878 Napp)											
cream	25 g 0.20	0.06									
HARMONY (412 Elida)											
hair colour	1.395dz	0.63dz	0.22								



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
Nimbus	0.31	0.39	0.58½	MYLETO (875 MPL) (distributors 1282 VB)				PEDOSAN (1514 Brocapharm)			
020700	0.31			cream	2.70dz	1.215dz	0.45	callous plasters	2.35dz	0.70dz	0.36
020600	0.31			lotion	2.70dz	1.215dz	0.45	corn plasters	2.35dz	0.70dz	0.36
021100	0.325			MYNASH (746 Lederle)				Penicillin V Sulpha (413 Lilly)			
020300	0.35			tablets 200	84	4.45	6.67½TS	tablets 100	..	..	d
020200	0.35			250	84	5.53	8.29½TS	PERNIONE (576 PH)			
021500	0.34			300	84	6.60	9.90 TS	ointment 25 g	0.10	0.03	0.18
021680	0.365			365	84	8.00	12.00 TS	PETUSIA (147 Boots)			
020500	0.365			NAIR (235 CW)				cough linctus 120 ml	0.67dz	0.20dz	0.10 +
rubber sheeting				cream sachet 12 g	0.86dz	0.37dz	0.13	240 ml	1.27dz	0.38dz	0.19 +
36 in x 12 yd	0.265			tube 30 g	1.81dz	0.77dz	0.27	PETRON (1201 Superville)			
per yard				sachet 25 g	0.86dz	0.37dz	0.13	universal atomiser	0.18	0.08	0.35
LIPCOTE (137 Blakoe)				tube 115 g	2.86dz	1.22dz	0.43	PHENOMET (180 BEP)			
small	0.13	0.065	0.25	NESTOSYL (115 Bengue)				tablets 15 mg	250	0.19	..
large	0.18	0.08	0.35	anaesthetic oil				1000	0.49	..	..
LISUIM (201 Brunton)				aerosol	0.35	0.105	0.57½†	30 mg	250	0.26	..
vaginal spray	0.17	0.07½	0.30	dp500 g	1.25	..	..	1000	0.79	..	..
LIVOX (878 Napp)				NIEGELOH (580 DH&Co)				PHILIPS (977 PE)			
caesules	100	0.60		nail clippers				flash unit	16	..	27.61
500	2.50			9.9 cm N4/S	9.20dz	..	1.15	20	..	..	36.09
LOREL (761 Lilia-White)				11.0 cm N4/M	11.25dz	..	1.41	20 C	..	..	40.23
cotton wool	300 g	1.729dz	0.17½	NIKINI (1073 Robinson)				25 C	..	..	22.66
LOTEX (534 GT)				pads	12	4.32	0.12	Movie-light	..	..	13.24
skin cream	56 ml	0.07½	0.02	sanitary garment white	3.002dz	0.338dz	0.36½	PHRODISINE (137 Blakoe)			
112 ml	0.11½	0.03½	0.22	NIROLEX (147 Boots)				tablets	100	1.65	2.50 +
MACLEANS (105 BTD)				125 ml	1.60dz	0.48dz	0.24	POWERIN (655 ICC)			
toothbrushes	..	..	d	NITA LADDER STOP (331 CoC)				tablets	12	1.10dz	0.33dz
MADECASSOL (1077 Roma)				aerosol	1.92dz	..	0.24	30	2.05dz	0.62dz	0.28
ointment 1½	10 g	0.40	0.12	NORINYL-1 (1584 Syntex)				PREDICTOR (1450 CPL)			
MAFU (506 Gerhardt)				tablets				home pregnancy diagnosis			
insecticide strip	10	0.305	0.43	multi-pack 20 x 21	5.65	..	..	kit	..	1.18	1.75
MAGNAPEN (103 Beecham)				NORINYL-2 (1584 Syntex)				PRE-OP (503G)			
capsules	20	2.50	TS	tablets				solution	10 oz	0.30	0.09
100	11.80	..	TS	multi-pack 20 x 21	6.33	..	..	PREPARATION "H" (655 ICC)			
10	3.68	..	TS	NORTHANDS (899 JND)				ointment	1.83dz	0.55dz	0.25
MARY QUANT (876 MP)				gloves for men	0.185	0.026	0.38	suppositories	6	1.47dz	0.45dz
eye care stick	3.36dz	1.51dz	0.57	NOXZEMA (690 Keldon)				PRETTI-NECK (1043 RBUK)			
lash conditioner	3.36dz	1.51dz	0.57	instant shave	..	..	d	contouring lotion	0.81	0.24	1.45
Loads of Lash	10.33dz	4.65dz	1.75	NUBILACTUM (1600 SHL)				contour mask	0.77	0.35	1.50
nail polish sparklers	2.66dz	1.195dz	0.45	cream aerosol	1.05	tax paid	1.85	PROSTALIN (137 Blakoe)			
MAWS (810 Maw)				500 mg	100	..	d	100	0.55	0.165	1.00
baby packs				Nutrament (1498 MJ) existing entry				PYCAZIDE (1154 SNP)			
Bathtime	6.72dz	1.09dz	0.90	NUTRAMENT (172 BMCL)				tablets, 50 mg	500	..	d
Changetime	4.80dz	0.84dz	0.62½	liquid meal	0.208	..	0.26	PYOREX (115 Bengue)			
toiletries gift pack	0.89	0.29	1.59	NUTREGAN (1438 RHM)				toothpaste	50 g	0.12	0.04
Simpla sterilising unit	0.555	0.025	0.85	high fibre crispbread	1.224dz	..	0.12	QUICK ACTION (1169 BGS)			
MAX FACTOR (813 MF)				NYSTAN (1176 Squibb)				cough remedy	..	0.17	0.25
eve shadow				pessaries	15	0.42	0.63 TS	RAVERON (11 ASL)			
Precious duos	0.228	0.097	0.44	vaginal tablets	100	2.64	3.96 TS	ampoules 1 ml	6	1.00	1.50
whipped cream make up	3.63	1.55	0.70	Ocuclicidin (444 F.A.I.R.)			d	30	4.50	..	6.75
MEDOMIN (501 Geigy)				OCULUCIDON (1563 Enzypharm)			d	RAVINA (1369 RW)			
tablets	..	..	d	ODOL (235 CW)			i	pony tail holders	226	0.96dz	0.29dz
MEGGESON (1333 WL)				mouthwash	45 cc	1.66dz	0.23	258	0.96dz	0.29dz	0.15
pastilles				85 cc	2.66dz	0.76dz	0.37	259	0.96dz	0.29dz	0.15
catarrh	0.92dz	0.26dz	0.13½	60 g	1.08dz	0.31dz	0.15	260	1.28dz	0.38dz	0.20
cherry cough	0.92dz	0.26dz	0.13½	107 g	1.93dz	0.55dz	0.27	Reban (525 Golden) existing entry			d
Gee's linctus BPC	0.80dz	..	0.10 DDI	ORGANIDIN (1305 WB)				REBAN (525 Golden)			
glycerin of thymol	0.92dz	0.26dz	0.13½	solution	25 ml	0.29	0.087	setting lotion	..	0.88dz	0.40dz
MEGGEZONES (1333 WL)				ORLANE (1145 Sirex)				shampoo	sachet	1.23	0.37
pastilles	1.08dz	0.31dz	0.15½	eyebrow pencil	..	..	1.00	(2 dz)	(2 dz)	(2 dz)	0.09
pastilles tins (restricted area only)	1.26dz	0.36dz	0.18	gold/silver	..	..	1.75	bottle	2.82dz	0.84dz	0.41
MENTHACOL (976 PL)				eye shadow/	..	..	1.75	RECOSEN (11 ASL)			
cold remedy	2.345dz	0.635dz	0.30	cheek gleamer	..	..	1.75	ampoules	6	0.54	0.16
MERCOLISED (994 P & M)				OR-LEM (918 Or-Lem)				30	2.28	0.68	4.10
wax	1.85dz	0.835dz	0.29	black currant low calorie				tablets	30	0.58	0.16
METHEPH (878 Napp)				drink	0.90dz	tax paid	0.10	150	2.46	0.74	4.42
tablets	25	0.14	..	1.25dz	tax paid	0.14	0.10	RENTOKIL (1047 Rentokil)			
100	0.40	..	..	1.25dz	tax paid	0.14	0.14	woodworm fluid			
MICOREN (501 Geigy)				1.80dz	tax paid	0.20	0.20	quick drying	1 gal	..	2.60
ampoules 225 mg/1.5 ml	..	..	d	1.39dz	tax paid	0.15	0.15	5 gal	..	..	12.00
100	..	..	..	2.12dz	tax paid	0.23	0.23	REVLON (1052 Revlon)			
MINALKA (289 Concept)				1.25dz	tax paid	0.14	0.14	colorshine	..	..	0.81
tablets	360	1.04	0.31	1.80dz	tax paid	0.20	0.20	colour silk	..	..	..
MINERS (876 MP)				1.80dz	tax paid	0.20	0.20	ultra soft blonde	..	..	1.10 i
eyelashes				1.25dz	tax paid	0.14	0.14	Eyemakers a la Carte			
feathers	3.31dz	1.49dz	0.54	1.80dz	tax paid	0.20	0.20	eve gleamer	..	..	0.85
overs'n unders	3.31dz	1.49dz	0.54	sweetened	1.80dz	tax paid	0.20	eye shiners	..	..	0.66
MIST KAOLIN ARMOMAT (576 PH)				squashes	1.39dz	tax paid	0.15	lid lights	..	..	1.10
500 ml	0.21	..	0.30	low calorie	1.08dz	tax paid	0.12	face make up			
MITCHUM (1520 IPM)				OSPENEFF 125 (1098 Sandoz)				cheek shines	..	..	1.32
Blanchair	1.27	0.57	2.40	tablets 125 mg	20	0.40	0.60 TS	REXALL (848 Minnesota)			
Esoterica cream	1.27	0.57	2.40 +	100	2.00	..	3.00 TS	acne treatment cream	..	..	d
special	1.27	0.57	2.40 +	OSSOPAN (11 ASL)				lotion	..	..	d
Hormonex beauty serum				powder	20 g	0.55	0.16	brewers yeast tablets g 7½	..	..	d
1 oz	0.69	0.31	1.41	50 g	1.26	0.38	2.28	all packs	..	..	d
(3)	0.93	0.275	1.70 +	30	0.37	0.11	0.66	bronchial and catarrh syrup	..	..	d
MOORE'S (878 Napp)				150	1.60	0.48	2.88	both packs	..	..	d
teething jelly	0.14	..	0.19	1000	9.20	2.76	16.56	iron and brewers yeast tablets	..	..	d
MORNY (862 Mornv)				OVERONES (137 Blakoe)				all packs	..	..	d
Fantasy				100	0.55	0.165	1.00 +4B	triple action cough			
roller perfume	..	..	0.81	PADDI (1073 Robinson)				treatment	..	..	d
roller perfume (French Fern sandalwood)	..	..	0.77	cotton wool balls				Rheumajecta (444 F.A.I.R.)			d
MUM (172 BMCL)				coloured	50	1.667dz	0.08½	RHEUMAJECTA (1563 Enzypharm)			i
aerosol	120 g	0.234	0.105	white	100	1.065dz	0.13½	RIBENA (103 Beecham)			
Cologne	..	0.349	0.157	plch	..	0.161	0.22½	blackcurrant drink			
deodorant stick	..	0.103	0.046	PALETTE (1111 Corionel)				standard	2.09dz	0.325dz	0.20½*
Intimist	120 g	0.252	0.113	clear set	..	..	0.11	family	2.79dz	0.45dz	0.29 *
Rollette unperfumed				colour set	..	..	0.12	RIDDOVYDRIN (1059 Riddell)			
28 cc	0.172	0.052	0.29	PASSIORINE (115 Bengue)				elixir	100 ml	0.22	0.08
42 cc	0.214	0.064	0.36	100 ml	0.20	0.06	0.33	RIPASON (11 ASL)			
28 cc	0.15	0.045	0.25	500 ml	0.73	0.22	0.33	tablets	30	0.42	0.63
Rollette perfumed	28 cc	0.169	0.076	P.C.M. (878 Napp)				150	1.88	..	2.82
42 cc	0.213	0.096	0.39	tablets	100	0.28	0.28	10 ml	0.58	..	0.87
refill	28 cc	0.152	0.068	2500	5.95	..	0.08	RISUNAL (503G)			
Rollette for men	..	0.189	0.085	PEARS (412 Elida)				cream	20 g	0.20	0.06
refill	..	0.162	0.073	babv soap	..	0.665dz	0.20dz				
stick	..	0.103	0.046								
stick for men	21 g	0.113	0.051								



		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p			
BADEN (111 ASL)					STREPTAQUAINE (378 Dista)					SURE (412 Elida)					
ampoules 1 ml	6	0.62	0.18	1.08	1.0 g/2 ml	5	0.36	..	TS	deodorants					
	30	2.52	0.76	4.54	5.0 g/10 ml	single	0.29	..	TS	aerosol mist	2.10dz	0.945dz	0.31		
tablets	30	0.61	0.18	1.08	1.0 g/3 ml	5	0.36	..	TS	anti-perspirant aerosol					
	150	2.52	0.76	4.54	5.0 g/15 ml	single	0.29	..	TS	handy	2.435dz	1.095dz	0.36		
BINSONS (1449 R & CFD)					1.0 g/4 ml	5	0.36	..	TS	large	3.115dz	1.40dz	0.46		
baby syrup	6 oz	1.385dz	..	0.16	5.0 g/20 ml	single	0.29	..	TS	roll-on	2.025dz	0.91dz	0.30		
DINE (1047 Rentokil)					STUTE CONTINENTAL (1569 DPUK)					spray	1.635dz	0.735dz	0.24		
at bait	sachet (2)	..	..	..	diabetic preserves 15 oz	5.57dz	..	0.29		SYR. PECTORALIS RUB (1545 Vestric)					
	large	..	..	..	juices and drinks					TAMPOVAGAN (221 Camden)					
	7 lb	..	..	1.50	apple juice	7 fl oz	1.23dz	tax paid	0.12	penicillin, sulphaniilamide					
NSON (1079 Ronson)						34 fl oz	3.075dz	tax paid	0.30	and sulphathiazole					
electric razors					apricot nectar	34 fl oz	3.895dz	tax paid	0.38	100	17.85dz	..	1.98½ts4BTS		
model	M 21	5.44	1.63	9.13	blackcurrant drink	7 fl oz	1.23dz	tax paid	0.12	penicillin 5000 iu			d		
	RS 25	4.29	1.29	7.21		34 fl oz	4.31dz	tax paid	0.42	TANNAFAX (208 BW)					
tiara	TS 850	5.44	1.63	9.13	grape juice red 7 fl oz	1.23dz	tax paid	0.12	entire entry				d		
rechargeable	RS 855	11.12	2.98	18.32		34 fl oz	3.69dz	tax paid	0.36	TARDROX (228 Carlton)					
	M type			d	orange juice	7 fl oz	1.23dz	tax paid	0.12	cream	30 g	0.18			
hairdryers						34 fl oz	3.075dz	tax paid	0.30	TARSOLVE (204 Bunar)					
Escort	ES 66	5.99	1.80	10.06	SULEO (671 Jeyes)					6½ oz	0.25	..	0.37½i		
Escort 2000	ES 001	6.86	2.06	11.52	emulsion	80 ml	1.02dz	0.31dz	0.14	TAVEGIL (1098 SANDOZ)					
de luxe	ES 002	8.00	2.40	13.44	shampoo	8 ml	1.28dz	0.38dz	0.18	tablets	50	0.80	..	1.20 ts7	
Rio single	RI 7	3.99	1.20	6.71	SUN REAL (918 Or-Lem)					500	7.70	..	11.55 ts7		
dual	RI 1/4	4.27	1.28	7.17	whole orange/lemon	1.08dz	tax paid	0.12							
single	RI 6			d	low calorie orange/lemon	0.80dz	tax paid	0.09		boil plasters	3	0.907dz	0.27dz		
dual	RI 3			d	low calorie pineapple/lime					corn plasters	144	2.27	0.74		
MALON (111 ASL)					juice cordial	0.93dz	tax paid	0.10		sal acid					
ampoules 1 ml	5	0.98	0.29	1.75	SUNSILK (412 Elida)					1¼ x 3in 20%	0.315dz	0.095dz			
	25	4.14	1.24	7.45	conditioner					40%	0.353dz	0.265dz			
als	5 ml	0.98	0.29	1.75		sachet	0.40dz	0.18dz	0.06	poorman's plaster					
	5	4.14	1.24	7.45		bottle	1.47dz	0.66dz	0.22	sponge rubber adhesive					
pack of 25	..	..	..	d	shampoos for normal, greasy, dry					¾ x 36 x 18in	2.804				
NILAV (671 Jeyes)					or dull hair					¾ x 36 x 18in	2.222				
	425 g	0.96dz	..	0.09		bottle	1.32dz	0.395dz	0.18	unspread					
	738 g	1.58dz	..	0.15		magnum	1.96dz	0.59dz	0.27	¾ x 36 x 18in	2.089				
NOID (339 CG)					SUPAVITE (172 BMCL)					¾ x 36 x 18in	1.505				
cotton wool B.P.C.	1 oz	0.51dz	..	0.06½	capsules	21	0.247	..	0.34	superfoam adhesive					
	2 oz	0.86dz	..	0.11		42	0.470	..	0.65	¾ x 36 x 18in	1.194	0.355			
	4 oz	1.43dz	..	0.16½		84	0.833	..	1.15	unspread	1.59	0.475			
	16 oz	4.75dz	..	0.53½	SUPREME (752 Lenton)					¾ x 36 x 18in	0.859	0.255			
paper wrapped	½ oz	0.37dz	..	0.04½	elastic hosiery					¾ x 36 x 18in	1.304	0.39			
	8 oz	2.57dz	..	0.30	one-way stretch					wintergreen and capsicum					
	16 oz	4.56dz	..	0.53½	fashioned knee and ankle					plasters 5 x 7½in	0.685dz	0.205dz			
repe bandage B.P.C.	2 in	1.26dz	..	0.17½	above knee	pr	1.65	..	2.48	7 x 11in	1.368dz	0.41dz			
	2½ in	1.58dz	..	0.21	anklets	pr	0.75	..	1.12	TEDRAL EXPECT (1310 WW)					
	3 in	1.80dz	..	0.25	below knee	pr	1.13	..	1.70	linctus	300 ml	0.52	0.155	0.93½ts4A	
	3½ in	2.10dz	..	0.30	kneecaps	pr	0.75	..	1.12	TESTRONES (137 Blakoe)					
	4 in	2.42dz	..	0.32	seamless fine thread						100	0.55	0.165	1.00	
	5 in	2.94dz	..	0.36	anklets	pr	0.80	..	1.20	Tetradid (917 Organon)				d	
	6 in	3.57dz	..	0.43	below knee	pr	1.30	..	1.95	TETRABID-ORGANON (917 Organon)					
gauze B.P.C.	1 yd	0.78dz	..	0.10	knee caps	pr	0.80	..	1.20	capsules 250 mg	100	3.38	TS		
	3 yd	1.70dz	..	0.22½	seamless stout thread					500	16.67		TS		
	6 yd	3.11dz	..	0.36½	above knee	pr	2.05	..	3.08	TETREX (171 BLL)					
	12 yd	6.05dz	..	0.71	anklets	pr	0.80	..	1.20	capsules packs of 16	..	..	..	d	
VLON (649 ICI)					below knee	pr	1.30	..	1.95	THICKEN HAIR (1412 Jacket)					
baby care					knee caps	pr	0.80	..	1.20	conditioner economy	0.25	0.115	0.49		
napkin liners	50	2.24dz	..	0.28	two-way stretch					TINTONA (1282 VB)					
	100	3.68dz	..	0.46	cotton					hair dyes	1.50dz	0.675dz	0.25		
liquid	51	1.075	0.325	1.68½	above knee	pr	2.25	..	3.38	TOFRANIL (501 Geigy)					
lozenges		0.90dz	0.27dz	1.41½	anklets	pr	1.20	..	1.80	tablets 25 mg	100	1.36	..	2.04 ts4B	
ORE (172 BMCL)					below knee	pr	1.85	..	2.78	pack of 50					
hairdressing	38 g	0.119	0.054	0.21	knee caps	pr	1.20	..	1.80	10 mg	100	0.71	..	1.06½ts4B	
	80 g	0.196	0.088	0.35	thigh	pr	2.33	..	3.50	packs of 60 and 250				d	
RUBBS (671 Jeyes)					nylon plated					TOGAL (533 Grabowski)					
ammonia	540 ml	1.22dz	..	0.12 †	above knee leggings	pr	2.25	..	3.38	tablets	42	2.10dz	0.63dz	0.32	
DONAN (878 Napp)					anklets	pr	1.20	..	1.80	TOM CAXTON'S TRUE BREW (1449 R&CFD)					
ear drops	12 ml	0.20	..	..	below knee leggings	pr	1.20	..	1.80	kit	8.00dz	..	..	0.80	
NNALAX (312 AC)					pr	1.20	..	1.80		TOPILAR (1584 Syntex)					
standardised senna tablets					below knee stockings	pr	1.20	..	1.80	cream	500 g			d	
tube	100	0.19	..	0.28	pr	1.20	..	1.80		ointment	500 g			d	
VILAN (580 DH&Co)					pr	1.20	..	1.80		TORBETOL (1244 TLOC)					
acne cream	40 g	..	..	d	pr	1.20	..	1.80		shampoo	..	0.2667	..	0.40	
IELD (412 Elida)					pr	1.20	..	1.80		TRANSPULMIN (221 Camden)					
anti-perspirant standard		2.435dz	1.095dz	0.36	pr	1.20	..	1.80		ampoules	50	22.50dz	6.75dz	3.06½†	
large		3.115dz	1.40dz	0.46	pr	1.20	..	1.80		Tribovax (208 BW) existing entry					
INE (412 Elida)					pr	1.20	..	1.80		TRIBOVAX T (208 BW)					
hair conditioner aerosol	6 oz	2.825dz	1.27dz	0.43	below knee stockings	pr	1.85	..	2.78	vaccine (vet.)	20 ml	0.63	..	0.84	
LVIKRIN (105 BTID)					pr	1.20	..	1.80		TRIMSTER (1542 Trimster)					
hair spray regular		1.765dz	0.79dz	0.26	kneecaps	pr	1.20	..	1.80	baby products					
MPLE (25 AS)					thigh leggings	pr	2.25	..	3.38	bibs plastic	2.30dz	..	..	0.27½	
(distributors 28 Alcos)					thigh piece	pr	1.20	..	1.80	face flannel	..	..	..	0.16	
hand care		1.668dz	0.80dz	0.25	sheer nylon					pants covered	1.44dz	..	..	0.18	
170 cc size	..	..	..	d	above knee	pr	2.54	..	3.81	TRINURIDE (115 Bengue)					
NGLETONS (898 Northern)					below knee	pr	2.29	..	3.44	tablets	100	1.31	0.39	2.14 ts4A	
eye ointment	0.12	0.036	0.22	†	thigh	pr	2.66	..	3.99	500	5.70	1.71		ts4A	
JMWAY (442 Excello)					super nylon					TRIO-KIT (1154 SNP)					
(distributors 261 Christy)					above knee leggings	pr	2.25	..	3.38	contact lens kit					
slimming tablets		3.20dz	..	0.40	pr	2.25	..	3.38		standard TK3	1.20	0.19	1.79		
M-A (1352 Wyeth)					above knee stockings	pr	2.25	..	3.38	de luxe TK4	2.25	0.56	3.56		
liquid	370 ml	0.10			anklets	pr	1.20	..	1.80	TUSANA (147 Boots)					
powder	450 g	0.34			below knee leggings	pr	1.20	..	1.80	125 ml	1.76dz	..	..	0.22 †	
WITH KENDON (1152 SK)					pr	1.20	..	1.80		ULTRAPEN (969 Pfizer)					
glucose boiled sweets					below knee stockings	pr	1.85	..	2.78	symp	60 ml	..	..	d	
	16 oz	2.70dz	0.485dz	0.33	pr	1.85	..	2.78		UNG MORRHUAE CO (576 PH)					
ORBITOL (EGIC) (1123 SL)					pr	1.85	..	2.78		25 g	0.09	0.03	0.16		
30%	500 ml	1.05			knee caps	pr	1.20	..	1.80	URISPAS (1584 Syntex)					
DYOL (235 CW)					thigh leggings	pr	2.25	..	3.38	tablets	1000	23.95	..	..	ts4B
liquid	4 oz	2.10dz	0.60dz	0.29	thigh stockings	pr	2.33	..	3.50	colour sprays	6 oz	2.40dz	1.03dz	0.40	
tablets	12	1.08dz	0.31dz	0.15	pantie hose						16 oz	4.50dz	1.93dz	0.77	
	24	2.10dz	0.60dz	0.29	service light weight					conditioner gloss	6 oz	2.00dz	0.86dz	0.34	
	50	2.74dz	0.78dz	0.38	springtime	pr	2.21	..	3.32	16 oz	4.00dz	1.71dz	0.67		
RAY-MATE (506 Gerhardt)					summertime	pr	1.98	..	2.97	VALETTE (373 DHL)					
Cologne	50 g	3.60dz	1.62dz	0.69	superfit lightweight	pr	1.60	..	2.40						
EROXIN (501 Geigy)					pr	2.10	..	3.15							
ointment				d	SURAMA (1282 VB)										
	120 g	..	..	d	medicated cigarettes 20	1.50dz	0.45dz	0.20		conditioning balsam					
IMULASH (1382 Garotta)										sachet	0.25dz	0.107dz	0.05		
IMULAWN (1382 Garotta)															



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	Trade £.p	Tax £.p	Retail £.p
double life setting lotion			
20 cc	0.75dz	0.32dz	0.13
highlight foaming shades			
30 cc	1.20dz	0.52dz	0.21
keratin acid cure 18 cc	0.60dz	0.26dz	0.10
sachets	0.25dz	0.107dz	0.05
metallic hair spray 6 oz	2.40dz	1.03dz	0.40
16 oz	5.00dz	2.14dz	0.83
nontangle setting lotion			
18 cc	0.60dz	0.26dz	0.10
plastified setting lotion			
vial	0.50dz	0.22dz	0.09
set with beer styling lotion			
sachet	0.25dz	0.107dz	0.05
semi permanent shampoo			
hair colours	0.37dz	0.16dz	0.06
spraying lacquer 16 oz	2.87dz	1.23dz	0.50
Vasolastine (444 F.A.I.R.)			d
VASOLASTINE (1563 Enzypharm)			i
VELDOPA (1154 S & N)			†s4B
tablets 500 mg	10.25	..	d
VELDT (1169 BGS)			d
VELTIS (115 Bengue)			
cream			
perfumed	40 g	0.09	0.04
70 g	0.13	0.06	0.23½
unperfumed	70 g	0.13	0.04
VIACUTAN (1305 WB)			
cream 1½	25 g	0.18	0.054
VIGORTONE (918 Or-Lem)			
blackcurrant syrup	1.45dz	tax paid	0.15
2.47dz	tax paid	0.25	
1.18dz	tax paid	0.13	
glucose drink			
VIROL (152 Bovril)			
250 g	1.84dz		
500 g	3.08dz		
VIRULES (137 Blakoe)			
new formula	100	1.03	..
Visdair (1143 SPL)			d
VISCLAIR (1143 SPL)			i
Visdair S (1143 SPL)			d
VISCLAIR S (1143 SPL)			i
VITALIS (172 BMCL)			
57 cc	0.113	0.051	0.21
114 cc	0.204	0.092	0.38
200 cc	0.299	0.135	0.55
VITATROP (137 Blakoe)			
50	0.83	..	1.25
100	1.33	..	2.00
Weldopa (1154 S & N)			
WELLCOME (208 BW)			
influenza split virus vaccine			d
petidine hydrochloride			
injection 50 mg/ml			
pack of 100	..	..	d
tablets 50 mg	..	..	d
pack of 500	..	..	d
tuberculin old human T			d
WELLCOVAX (208 BW)			
vaccine			d
WESCODYNE SURGICAL (115 Bengue)			
germicide	500 ml	0.55	
4.51	3.30		
WILLIAMS (255 Chembro)			
Ice Blue			
Aqua-Velva			
after shave	55 cc	2.67dz	1.20dz
110 cc	4.44dz	2.00dz	0.68
WOODWARDS (1346 Woodward)			
baby cream	220 gm	2.52dz	..
XANADU (446 FI)			
bath powder	5 oz	0.79	0.355
Cologne extraordinaire			
1 oz	0.57	0.255	1.25
3 oz	1.24	0.56	2.75
5 oz	1.69	0.76	3.75
spray	2 oz	0.79	0.355
hand and body lotion			
8 oz	0.57	0.255	1.25
parfum	¼ oz	1.74	0.785
de luxe			
½ oz	2.82	1.27	6.25
purse	⅞ oz	1.33	0.60
refill	⅞ oz	0.88	0.395
soap-on-a-rope	⅝ oz	0.69	0.205
sponge ball set		2.43	0.73
talc shaker	3 oz	0.50	0.225
whipped cream milk bath			
6½ oz	1.00	0.30	1.95
YALCS (752 Lenton)			
nylon elastic hosiery			
Superfine seamless			
full foot	pr	2.10	..
Superflex seamless			
full foot	pr	2.10	..

	Trade £.p	Tax £.p	Retail £.p
Springtime support			
hose (70 den)			
seamless	pr	0.99	..
Summertime support			
hose (40 den)			
seamless	pr	0.99	..
support socks for men	pr	4.63	0.07
YALE (1354 Yale)			
Marina cotton wool dispenser			
420715	..	..	1.81
deodoriser holder			
420815	..	..	1.50
first aid kit			
420503	..	..	4.92
tissue dispenser			
420603	..	..	1.93
toilet pack dispenser			
420605	..	..	1.34
toilet roll holder			
440100	..	..	1.03
tooth brush holder			
410301	..	..	0.80
410302	..	..	1.21
YARDLEY (1355 Yardley)			
lipstick			
Soul Shimmer	..	0.229	0.103
ZUMAX (176 BCLO)			
nutritional supplement			
150 ml	2.70dz	..	0.40

## AMENDMENTS TO KEY TO SUPPLIERS

61 APC	=	Armour Pharmaceutical Co Ltd, Hampden Park, Eastbourne, Sussex. 0323 34721
137 Blakoe	=	Blakoe Ltd, 229 Putney Bridge Road, London SW15. 01-870 0973
363 DS	=	Declon Sponges Ltd, Cranborne Road, Potters Bar, Herts. Potters Bar 5715
385 DG	=	Gray Products Ltd, 2 Marshall Road, Hampden Park, Eastbourne, Sussex. 0323 27871
386 Douek	=	E.M.Douek & Co Ltd, 62 Gloucester Place, London W1H 3HL. 01-935 1309
431 Eugene	=	Eugene Ltd, 61 Hallam Road, Nelson, Lancs. Nelson 66611
443 Eylure	=	Eylure Ltd, Grange Industrial Estate, Llanfrehfa Way, Cwmbran, Monmouthshire. Cwmbran 66611
503 G	=	Geistlich Sons Ltd, Newton Bank, Long Lane (A41), Chester CH2 3QZ. 0244 47534
710 Knox	=	Knox Laboratories Ltd, 5 Western Road, Aston Clinton, Aylesbury, Bucks. Aston Clinton 8121
813 MF	=	Max Factor Ltd, 16 Old Bond Street, London W1X 4BP. 01-493 6720
824 MCP	=	M.C.P. Pharmaceuticals Ltd, Alpertown, Middlesex. 01-903 4411
868 MC	=	Multipax Chemicals Ltd, 121 Norwood Road, London SE24. 01-671 0975
875 MPL	=	Myleto Products Ltd, 111 Clarence Road, London E5. 01-985 8808
901 Norton	=	H. N. Norton & Co Ltd, 133A Shawbridge Street, Glasgow G43 1QQ. 041-632 2362
918 OrLem	=	Or-Lem Ltd, AVI House, Bridgefoot, Stratford-upon-Avon. Stratford-upon-Avon 5671
1043 RBUK	=	Reisse Bentley (UK) Ltd, 102 The Street, Rustington, Sussex. Rustington 71608
1068 Roberts	=	Roberts Laboratories Ltd, Bur Road, Bolton, Lancs BL3 2RB. 0204 32631
1087 Roussel	=	Roussel Laboratories Ltd, Rou House, Wembley Park, Middlesex. 01-903 1454
1098 Sandoz	=	Sandoz Products Ltd, 41 Upper Grosvenor Street, London W1X 0AL. 01-629 5011
1125 Selto	=	Selto (Eastbourne) Ltd, 1a Myrtle Road, Eastbourne, Sussex. Eastbourne 28610
1164 SSL	=	Southall (Sales) Ltd, Surbiton, Surrey. 01-397 5200
1188 Steiner	=	Steiner Products Ltd, Ashburton House, Ashburton Grove, London N7. 01-607 6700
1225 Thermega	=	Thermega Ltd, Ermyrn Way, Leatherhead, Surrey. Ashtead 73433
1354 Yale	=	Yale Security Products division Eaton Corporation, Wood Street, Willenhall, Staffs WV13 1LA. 0902 66911
1373 Hanovia	=	Hanovia Lamps Ltd, 480 Bath Road, Slough, Bucks. Burnham 4041
1408 Rayner	=	Rayner & Co Ltd, 11 Commercial Road, London NE1 01-807 0441
1438 RHM	=	RHM Foods Ltd, Victoria Road, London N.W.10. 01-965 6565
1450 CPL	=	Chefaro Proprietaries Ltd, Cro House, London Road, Morden, Surrey. 01-542 3402
1505 MDCL	=	Metropolitan Drug Co Ltd, P.O.Box 111, Sheffield. Woodhouse 3232
1514 Brocapharm	=	Brocapharm Ltd, Trend House, Pyrford Road, West Byfleet, Surrey. Byfleet 42297
1553 Contactasol	=	Contactasol Ltd, 2 Portsmouth Road, Kingston-on-Thames. 01-546 4964
1563 Enzypharm	=	Enzypharm Biochemicals Ltd, 179 Heath Road, Twickenham, Middlesex. 01-892 2028
1569 DPUK	=	Dietetic Products (UK) Ltd, 55 Park Street, Bristol BS1 5NT. 0272 20714
1600 SHL	=	Stud Holdings Ltd, 45 Brompton Road, London SW3 1DE. 01-584 0791

## THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ALBERTO-CULVER (24 ACC)				ASPELLIN (1023 Radiol)			
Get Set				aspirin spirit liniment			
shampoo	sachets	0.21dz	0.06dz	100 ml	0.23	..	0.34½
			0.03	450 ml	0.65	..	0.97½
AMENERONE (1087 Roussel)				21	2.75	..	4.12
tablets	100	2.00	..	BADOIT (1519 SA)			
forte	3	0.34	..	half bottles	2.56	0.46	0.19
			†s4B	(1½ dz)	2.24dz	0.41dz	0.28
ANAPAX (848 Minnesota)				bottles			
triple action cough mixture				BISMA-REX (848 Minnesota)			
125 ml	2.00dz	0.10dz	0.30	powder	100 g	1.43dz	0.429dz
			i	200 g	2.40dz	0.72dz	0.20½
APOLLINARIS (1519 SA)				70 g, 125 g and 220 g			0.35
baby bottles	1.91	0.34	0.09				
	(3 dz)	(3 dz)		BOUNCE (967 Petfoods)			
bottles	1.84dz	0.33dz	0.26	economy	1.59dz	0.25dz	0.18½



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
CHRONAT (1098 Sandoz)				KAYLENE-OL (684 Kaylene)				Follow-On	454 g	4.19dz	0.44
ferrescent tablets packs of				(distributors 1545 Vestric)				half cream	454 g	4.19dz	0.44
10 and 50			d	450 ml	3.00dz	0.90dz	0.43	humanised formula	454 g	4.19dz	0.44
TRIRIN (678 Kabi)				phenolphthalein 450 ml	3.00dz	0.90dz	0.43				
tablets 100 mg	50	0.80	1.20 r	K. H. 3 (1490 IAPS)			d	TISSORS (957 Perl)			
250	3.20	..	4.80 •	K. H. 3 (1556 Farillon)			i	standard	3.84dz	1.728dz	0.65
500	6.20	..	9.30	KIT-E-KAT (967 Petfoods)			c	de luxe	6.72dz	3.025dz	1.10
pack of 1000			d	handy	2.83	0.45	0.05%a	VICHY (1519 SA)			
APPIE (967 Petfoods)				large	(6 dz)	0.52	0.09%	Surpastilles	1.03	0.18	0.05 c
handy	2.32	0.37	0.04%a	munchies	(4 dz)	0.37	0.18 •	VICHY-CELESTINS (1519 SA)	(3 dz)	(3 dz)	
OMYCIN (1087 Roussel)				refill	(1½ dz)	0.37	0.18 •	splits	2.20	0.40	0.13%r
cream	15 g	0.46	..	KURLASH (957 Perl)			•	half bottles	(2 dz)	(2 dz)	0.19
30 g	0.90	..	TS	eyelash curler	7.20dz	3.248dz	1.20	large	(2 dz)	(2 dz)	0.28
ointment	15 g	0.46	..	refill	2.16dz	0.972dz	0.35	bottles	2.24dz	0.41dz	0.28 r
30 g	0.90	..	TS	LEMPAK (261 Christy)			a	VICHY-GRAND-GRILLE (1519 SA)	2.24dz	0.41dz	0.28 r
ISTY (261 Christy)			a	beauty mask	0.55dz	0.25dz	0.09	bottles	2.24dz	0.41dz	0.28 r
hand and body lanoline	1.97dz	0.885dz	0.32	tube	1.53dz	0.68dz	0.25	VICHY HOPITAL (1519 SA)	2.24dz	0.41dz	0.28 r
large	1.10dz	0.495dz	0.18	cleansing lotion	1.35dz	0.605dz	0.22	bottles	2.24dz	0.41dz	0.28 r
small	0.735dz	0.33dz	0.12	skin fresher	1.35dz	0.605dz	0.22	VICK (1055 RM)			
face pack sachet	0.55dz	0.25dz	0.09	LIPOLAYONOID (757 Lewis)			i	formula 44			
tube	1.23dz	0.555dz	0.20	capsules	100	12.80dz	3.84dz	cough linctus	2 oz	2.25dz	0.25 c
kin emulsion	2 oz	1.20dz	0.36dz	500	59.20dz	17.76dz	8.88	4 oz	3.60dz	..	0.40
6 oz	1.80dz	0.54dz	0.27	LIPOTRIAD (757 Lewis)			i	VITTEL GRANDE (1519 SA)			
tube	1.20dz	0.36dz	0.18	capsules	100	10.60dz	3.18dz	half bottles	3.07	0.55	0.19 r
NREXEVILLE PAVILLON (1519 SA)			0.28 f	1000	98.80dz	29.64dz	14.81%	(2 dz)	(2 dz)	(2 dz)	0.28
bottles	2.24dz	0.41dz		liquid	200 ml	7.50dz	2.25dz	bottles	2.24dz	0.41dz	0.28
RTIPHENICOL (346 Dales)				11	35.20dz	10.56dz	5.28	VITTEL HEPAR (1519 SA)	2.24dz	0.41dz	0.28 r
ear drops	10 ml	0.70	..	MAJA (317 CS)				bottles	2.24dz	0.41dz	0.28 r
CASERPYL (1087 Roussel)			TSr	talc	4½ oz	0.28	0.125	AMENDMENTS TO KEY TO SUPPLIERS			
tablets 5 mg	100	2.00	..	MORHULIN (1007 PL)			i	245 Champion	=	Champion (Mexborough) Ltd,	
10 mg	500	9.83	..	ointment	50 g	0.125	0.0375			Washington Works, 97 Wellington	
500	18.27	..	TSr	dp 350 g	0.60	0.0375	0.23			Street, Sheffield S1 3SF.	
CASERPYL PLUS (1087 Roussel)			TSr	powder	110 g	0.125	0.0375			0742-24371	
tablets	100	3.92	..	MULCETS (848 Minnesota)				521 Glenwood	=	Glenwood Laboratories Ltd,	
MON-DEB (957 Perl)			TSr	mouth ulcer tablets	20	1.17dz	0.351dz			19 Wincheap, Canterbury, Kent.	
mail files	4 in	4.32dz	1.945dz	handy	3.61	0.57	0.07 a			0227 60139	
6 in	5.42dz	2.44dz	0.90	large	(6 dz)	0.68	0.12%	691 Kemsales	=	Kemsales Ltd, Peek House,	
8 in	6.72dz	3.025dz	1.10	PARAGESIC (1098 Sandoz)						Newhaven, Sussex. Newhaven 3123	
Jaze	5.76dz	2.59dz	1.00	tablets	6	0.13	0.039	1444 Lepetit	=	Lepetit Pharmaceuticals Ltd,	
VOVOL (1441 Wallace)			i	PEDIGREE CHUM (967 Petfoods)			c			Nicholas House, High Street,	
suspension	16 oz	0.56	0.17	handy	3.87	0.61	0.07%a			Maidenhead, Berks.	
tablets	50	0.27	0.08	PERRIER (1519 SA)			i			Maidenhead 32011	
250	1.23	0.37	2.21%	splits	1.74	0.32	0.12				
forte	100	1.16	0.35	half bottles	(2 dz)	0.41	0.15%				
XYLAMIN (1055 RM)			i	bottles	(2 dz)	0.41	0.15%				
2 oz	2.135dz	0.64dz	0.29	POUDRE SIMON (317 CS)							
4 oz	3.385dz	1.015dz	0.46	translucent	40 g	11.05dz	4.975dz	1.95 i			
LAB (848 Minnesota)				PROCTOSEDYL (1087 Roussel)							
childrens cough mixture	125 ml	1.33dz	0.399dz	ointment	15 g	0.55	TSa				
rubber gloves	100 g	1.33dz	0.15dz	30 g	1.05	TS	TS				
unburn medicated cream	100 g	3.00dz	0.90dz	12	0.48						
tooth tincture	5 ml	0.85dz	0.255dz	suppositories	560 g	0.60	0.18	1.02 a			
OOCIL (1419 Intec)			0.12	RADIOL (1023 Radiol)				a			
hand care	30 g	0.169	0.076	electuary	(1½ dz)	0.60	0.18	a			
IAN CACHET (1519 SA)			0.33 c	RENOTIN (1498 L & SL)				a			
half bottles	2.56	0.46	0.19 r	cream	50 g	1.20	..	TSa			
bottles	2.24dz	0.41dz	0.28	450 g	6.60	..	..	TS			
rais	4.03	0.72	0.10	aluminised felt	0.90	..	..	TS			
LURE (443 Eylure)				REXALL (848 Minnesota)				TS			
ashfix	1.21dz	0.53dz	0.20 i	childrens cough mixture				TS			
ailfix	1.21dz	0.53dz	0.20 c	rubber gloves lined				TS			
ail polish remover	1.94dz	0.85dz	0.32 c	tooth tincture				TS			
ace makers			d	zinc and castor oil cream				TS			
ail polish			d	SAN PELLEGRINO (1519 SA)				TS			
ITHFUL (967 Petfoods)			c	splits	2.13	0.38	0.14%				
handy	3.61	0.57	0.07 a	half bottles	(2 dz)	0.48	0.18				
arge	4.12	0.65	0.12	bottles	(2 dz)	0.40dz	0.26				
RROL (573 JH)			a	SOFRADDEX (1087 Roussel)							
ompound	170.4 ml	2.98dz	0.895dz	ear/eye drops	3 g	0.30	TSa				
VR DE BLASON (317 CS)	454 ml	5.91dz	1.745dz	SOFRAMYCIN (1087 Roussel)							
otion	4 oz	0.18	0.10	eye drops	0.24	TSa					
oap	large	2.08dz	0.76dz	eye ointment	3.5 g	0.10	TS				
alc	bath	3.60dz	1.32dz	nebuliser	15 ml	0.36	TS				
ENCH ALMOND (1221 Windsor)	4 oz	0.23	0.105	skin ointment	15 g	0.26	TS				
alum shaker	2.04dz	0.89dz	0.36 i	unitulle			d				
velvet smooth	4.37dz	1.91dz	0.77	STEROGYL-15 (1087 Roussel)			a				
ESH-SOX (848 Minnesota)				oral	3	0.32					
deodorant insocks	2.43dz	0.729dz	0.35 a	SWOOP (967 Petfoods)							
APS (660 Jaap)			i	1.20	0.19	0.07 a					
health salt	5½ oz	1.10dz	0.33dz	(2 dz)	(2 dz)						
8 oz	1.55dz	0.465dz	0.20%	TABAC ORIGINAL (443 Eylure)							
el (317 CS) existing entry			d	eau de Cologne	15 cc	..	..	0.32 i			
YEL (317 CS)			i	hair gel	..	..	..	0.87			
Cologne	1½ oz	0.72	0.325	shaving foam	150 g	..	..	1.33			
erfume	3½ oz	1.32	0.595	80 g and 135 g sizes	..	..	..	d			
¾ oz	0.72	0.325	1.55	soap-on-a-rope	..	..	..	i			
¼ oz	1.38	0.62	3.00	THEOGRAD (2 Abbott)							
½ oz	2.20	0.99	4.75	Filmtabs (5 x 30)	150	1.95	..	2.93 fi			
YLENE (684 Kaylene)			i	packs of 100 and 500				i			
(distributors 1545 Vestric)				TONIC AUX SIMPLES (317 CS)							
150 g	1.442dz	0.435dz	0.21	tubes 82 g	4.50dz	2.025dz	0.82				
300 g				TRIM TABS (903 NPU)							
600 g				slimming kit	6.00dz	..	..	0.75 i			
1200 g				TRUFOD (1249 Trufood)				a			
2400 g				baby cereal	227 g	1.54dz	..	0.16			
4800 g											









Dr John Fry

too often is being conducted in deceptive and indefensible ways.

"I can sympathise with the competitive pressures which perpetuate this situation. At the same time, I understand the frustration of a public besieged with claims and counter-claims, with testimonials and with doubtful assertions of comparability."

Dr Edwards maintained there was much that industry could do besides cleaning up promotional practices. For example, it could help identify and assemble all relevant scientific data and thus speed the establishment of reasonable efficacy standards and workable product classifications.

Even more basic would be the voluntary compilation of an inventory. Estimates of the number of over-the-counter drug products in the United States alone varied from 100,000 to 500,000. FDA hoped that Congress would give it the authority needed to keep track of all the currently marketed drugs. "In the interim, we are going ahead with a voluntary drug inventory. "It seems clear to me that early preparation and advance cooperation between government and industry will make it easier for all concerned."

#### Manufacturers' responsibilities

Two pleas were made by Mr L. M. Spalton, deputy chairman of the Sterling-Winthrop Group and a member of the UK Medicines Commission, when he spoke on the responsibilities of the manufacturer of proprietary medicines.

One plea was to legislators not to legislate, or to act under existing legislation, unless they were certain that voluntary methods were inadequate, and the other was to manufacturers to raise their own standards, so that legislation was not necessary. Legislative compulsion was invariably a blunt, inflexible and costly instrument, he said.

If central direction was to be kept to a minimum, it followed that all manu-

facturers of medicines, as well as of other goods, had to exercise their responsibilities in an objective and reasonable way.

All involved should do more to educate the public to protect itself and, where that was not possible, to see that other sensible measures were taken.

Mr Spalton believed that for medicines, provided they were safe and there was evidence of efficacy—accepted at least by a significant minority of expert opinion—then their sale should be allowed, but the advertising must be truthful.

He attacked the advertisements of a few manufacturers in some countries which criticised competitive products more than they explained the benefits of the product advertised. The most interesting feature of the British proprietary medicine situation had been the success of voluntary methods, he said.

Product reliability required good manufacturing practice and quality control. Mr Spalton suspected there was room for improvement here, particularly by some of the smaller manufacturers.

On labelling, he said it was a paradox in the UK that advertised medicines frequently provided more written advice on administration than appeared on more potent medicines. Original pack dispensing would help the problem.

Some of the critics of advertised medicines seemed to believe that the public spent vast sums of money on them. In fact, each adult in Great Britain spent on average only £0.05 per week on these products.

In speaking of the development of the industry, Mr Spalton said that it had had a chequered history, during which it had been frequently criticised. From the standpoint of current knowledge the remedies and advertising of the 18th and 19th centuries were appalling.

Two-thirds to three-quarters of all ailments are self-managed by the individual and the family without seeking medical advice—and that was a point not sufficiently appreciated—maintained Dr John Fry, a member of the General Medical Council and a Beckenham general practitioner.

He said that in 1969 nearly one-third (£95m) of the cost of all drugs used in

the United Kingdom was for medicines bought by the public without a prescription. Self-care made an important economic contribution to health costs.

"This is as it should be, for otherwise the systems of medical care would be swamped," he said.

"Self-care is very safe. Providing that the public are educated and informed and have access to family physicians, there are few dangers."

Good medical care was too extensive for the medical profession alone, it required the active participation of the individual and society as a whole, Dr Fry stated.

For too long the medical profession had assumed that they knew what was best, not only for their patients, but for the general public as a whole. That erroneous and haughty attitude was now past, said Dr Fry, "and we all realise that active participation, self-care and home medication are essential."

There was a need to know more about what went on in this field. More social and medical research was required to provide data on what medicaments were used, how they were being used and with what effects.

Pharmacists had an important role in advising the public on the purchasing of useful home medicaments and in directing those who should seek medical advice. Dr Fry had always found pharmacists very responsible and expert in this direction.

The industry, too, had the responsibility of producing the right medicaments and of informing and educating people in their use.

Referring to a visit he had made to East Africa, he said that the health clinics there were crowded out with many people with minor ailments that should have been treated by the people themselves.

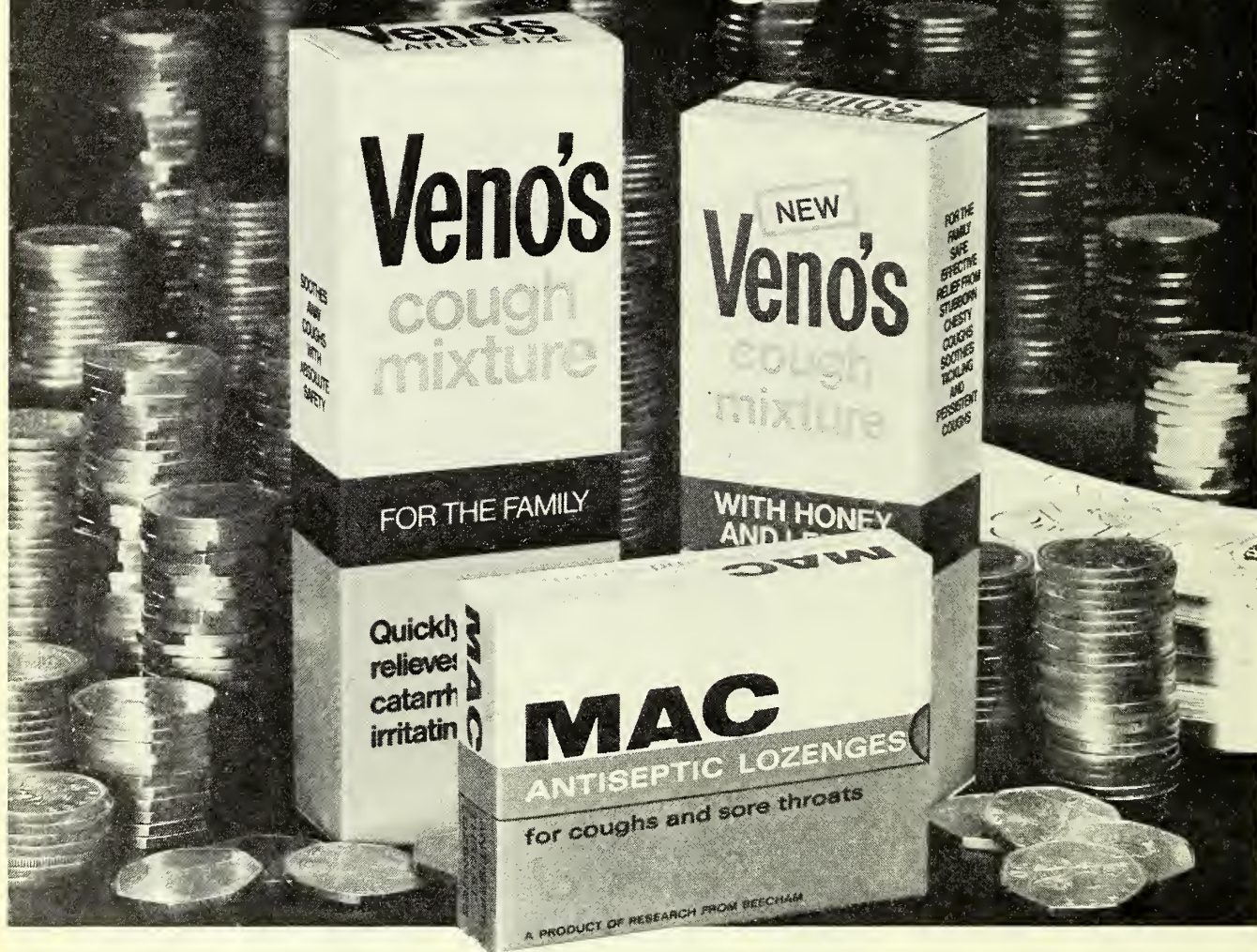
Rather than spending millions of pounds on training doctors, medical assistants and nurses, Dr Fry thought that a more immediate and helpful contribution would be to provide some means of dispensing such things as aspirins, anti-malarials, vitamins and "birth pills". He suggested the use of slot machines.

Mr H. A. High with Mr and Mrs D. L. Bryant. Mr Bryant is chairman of WFPMM





# Profit this winter from the No 1 Cough Remedies



This winter sees the heaviest ever TV campaign for the most popular advertised cough remedies, Veno's Cough Mixture and the new Veno's Honey and Lemon.

This winter, Mac Lozenges receive double support—both TV and National press.

So, this winter, the No. 1 cough remedies will sell even faster. Take advantage now of the big discounts to make even bigger profits.

## Be wise-stock up now





# COMMENT

## Freedom for the medicine makers

The first general assembly of the World Federation of Proprietary Medicine Manufacturers, held in London during the early part of this week, was an undoubted triumph for the British organisers. But we are sure that it was not out of respect for the host country that so many speakers and delegates expressed approval of the relationship that exists here between government regulatory bodies, and the medicines industry.

It was a view stated by Dr Charles Edwards, the US Commissioner of Food and Drugs, who commended the Dunlop Committee—now the Committee on Safety of Medicines—for its valuable efforts in fostering better exchange of drug information. And Mr D. L. Bryant, chairman of WFPMM, said that there was no country in the world where *rapprochement* between the industry and government was better than in Britain.

Indeed, there seems little doubt that the measure of success achieved while Britain's system was entirely voluntary has been the envy of manufacturers—and governments—the world over.

It is against this background that the British proprietary medicines industry must be viewed. The pharmaceutical profession often finds itself at odds with the industry over matters of promotion, but, while there may be some room for improvement, it should always be remembered that the voluntary control exercised through the Proprietary Association of Great Britain has set a high standard

for other countries to follow, voluntarily or compulsorily.

Now the World Federation is offering even more co-operation, in conjunction with manufacturers of "ethicals," to achieve international standards for the industry. In particular, an advertising code is to be drawn up to safeguard the public against the possibility of any misleading claims; it will incorporate controls already voluntarily adopted by WFPMM members.

Mr L. M. Spalton made a strong plea at the assembly for the retention of voluntary controls. To some extent, of course, he is too late so far as the UK is concerned because the passing of the Medicines Act gives Government Ministers full responsibility for ensuring that standards are set and observed.

### Room for manoeuvre

But the manner in which the Ministers intend to exercise their powers will not be known until the relevant Regulations are published, and there is obviously scope here for the Government to permit a maximum degree of freedom to the industry, so long as it enforces its own standards.

It is no coincidence that most of the examples of "borderline" or even totally unacceptable promotion, result from manufacturers who are not members of the trade association. Now that the voluntary standards set by the industry will be applied against a background of possible legal sanctions, there is a strong case for the "outsiders" to apply for membership—and to abide by the advice they receive.

## LETTERS

### Pregnancy tests

I have read of, received literature about, and been visited by a representative for Predictor Home Pregnancy Test.

As a pharmacist, I feel that in the best national interest this product should not be on sale to the general public. I can foresee grave errors occurring by women of sub-normal intelligence or low educational standard due to their inability to understand and follow the instructions.

By all means let Chefaro Proprietaries Ltd sell Predictor into pharmacies either direct or through wholesalers, but that must be the end of the line. The pharmacist himself can then use the kit to perform pregnancy tests (for the usual £2) with the firm knowledge that the test is being carried out accurately and that there can be no doubt about the result.

The result of a pregnancy test is of vital importance to the party concerned, so let us put a stop to the sale of this kit, explicit directions or no, and leave this type of work in the hands of those who have the necessary training and knowledge.

D. M. Blake  
Bushey, Herts

### Thoughts from abroad

The person who lives abroad and is consequently *au fait* with what is happening in his neck of the woods is frequently surprised when he visits England and sees BBC programmes covering aspects of the area in which the visitor normally lives. The reporting is often inaccurate and certainly slanted, while the accompanying film may on occasions have little relationship to the subject reported.

From what I gather some pharmacists are hopeful that entry into the EEC may bring changes for the better for the private pharmacist, eg, limitation of pharmacies and monopoly of dispensing and sale of non prescription medicines. I suggest those who entertain such hopes are star gazing, the pressure that can be mounted by the chain stores, the self service grocery groups *et al* will prove to be adequate to prohibit ratification of the Commissions draft directives that may call for radical changes of a fundamental nature in respect of the practice of pharmacy in Britain. Instead of the BBC televising such programmes as "Nationwide" on October 20, how much more refreshing, indeed inspiring, it would have been had they been able to televise news of joint action by the medical profession and the pharmaceutical profession seeking to ensure the Government will exempt from VAT all medical and surgical products.

Seldom does one have an opportunity

twice in a lifetime to affect the future of the medical and allied professions for several generations. An opportunity of this dimension occurred in the late forties . . . and was lost.

It is just possible that Britain's entry into the EEC may be a second chance in the lifetime of many to affect the destiny of our professions. If this is so let us stop talking of a pharmaceutical Utopia but in the modern idiom pick up our big red covered Pharmacopoeias (they are quite invaluable for knocking common sense into obstinate heads!) work for the solidarity of all the allied professions and jointly draw up a sound logical argument which if presented to Parliament or the European Economic Commission will prove totally irresistible.

Provocativa

### Not mentioned

In your editorial feature on indigestion remedies (last week, p801) I see that there is no reference to our two indigestion remedy products, Bisodol and Bismag.

These are chemist-only brands and between them probably account for 7 per cent of total chemist sales. Some other brands mentioned in the article do not have the same level of sales in chemists.

E. C. McGregor  
Director of marketing  
International Chemical Co Ltd



# Pharmacist to be struck off register

A Glasgow pharmacist said to have sold a paregoric solution later found to have been used by drug addicts, was ordered to be struck off the Register of pharmaceutical chemists last week.

The chairman of the Statutory Committee of the Pharmaceutical Society, Sir Gordon Willmer, said the committee had decided Mr William Macdonald Laurie's behaviour showed "an utter lack of professional responsibility," and amounted to misconduct.

Sir Gordon said the committee was giving Mr Laurie the benefit of the doubt in not imputing against him any base motive such as gain or a desire to promote drug addiction. "Rather we would treat it as a case in which he was not giving his profession the due care that, as a pharmacist with a public duty, he ought to have given it."

Sir Gordon said the case arose out of a series of transactions which began in October 1970 and continued until April 1971. A demand had suddenly grown up from young people in Glasgow for a solution of paregoric which Mr Laurie, in the first instance, made up in response to a request for a cough mixture suitable for a diabetic. He used paregoric diluted with water and sold it as an isolated transaction about which nobody could complain.

## Demand snowballed

But, quickly following this first transaction, there grew up an insistent demand from a number of other young people for this mixture, which increased and snowballed. According to records, Mr Laurie found it necessary between November 1970 and April 1971 to buy 18 two-litre bottles of paregoric—sufficient, at the rate of dilution he used, for 720 bottles, each bottle containing 25 milligrammes of morphine.

Sir Gordon said: "It might be thought that, with a constant and increasing demand for this mixture, there was at least ground for a good deal of suspicion that it was being misused.

"Matters came to a head with an article which appeared in the *Glasgow Herald* on April 14 this year written by a special correspondent describing the discovery, following a post-mortem on a dead youth, that there were a number of drug addicts using this mixture by evaporating it, extracting the residue and injecting themselves with it."

Sir Gordon said that, following the disclosure, there had been no further evidence of sales of the mixture.

Mr Laurie told the committee he continued to sell the mixture because, despite his concern over increased sales, he was assured by a drugs squad officer, Detective Constable James Sampson, there was no harm in selling paregoric, and the deputy chief medical officer of Glasgow police, Dr John Warren, had told him that even if customers drank a whole bottle

in one go, there would be no harm. He also checked, he said, with Dr Elizabeth Milne, medical officer of Glasgow city police marine division, who told him he was in no way wrong in selling it.

Dr Warren told the committee he had reassured Mr Laurie that he could not see any harm in him supplying the solution. He could not see what customers could do with it except drink it. He said that the article in the *Glasgow Herald* was wrong.

He had been called to the young man who died and the actual cause of death was bronchial pneumonia. "When the room was searched, we found chlorodyne and Nembutal. We did not find any paregoric," said Dr Warren.

Sir Gordon, giving the committee's decision, said Detective Constable Sampson said he had told Mr Laurie that, according to his information, the solution was being boiled and the residue used for injections. Mr Laurie denied the officer said anything of the kind.

The chairman said the committee concluded it was impossible to disregard Detective Constable Sampson's evidence.

They could think of no conceivable reason why he should have invented a falsehood.

Mr Laurie should have been put on his guard by the information brought to him by the officer which exactly conformed with that ultimately disclosed in the *Glasgow Herald* article.

The committee adjourned for 12 months its decision in the case of a pharmacist who had pleaded guilty at a magistrates court to selling "bad-quality Carters' Little Liver Pills" and selling methylpentynol in Oblivon capsules without a doctor's prescription.

The pharmacist said he did not know the pills were faulty when one of his assistants had sold them and he was not aware the Oblivon capsules should only be issued on prescription.

The Committee issued a reprimand against a pharmacist whose unqualified assistant had sold a poison when no pharmacist was present, and adjourned a case in which an unqualified proprietor had supplied tablets against a prescription.

In three other cases the committee decided to take no further action.



## 10 good reasons for displaying new look Tubifoam...



Chiropodists everywhere use Tubifoam tubes for toe treatment and protection. Now, in new blister-packs, and a range of 5 sizes, inexpensive Tubifoam tubes are going to be best sellers for many other applications which don't need professional advice. There's a big value-for-money 12" length of Tubifoam in every pack, ready for your customers to cut off the exact amount they need each time.

Tubifoam holds itself in place and offers all round protection. It is ideal, not only to relieve pressure and prevent chafing, but also for covering tender or bruised fingers and toes.

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# Canada may keep a check on professional competence

New methods of approach in Canadian undergraduate and postgraduate pharmaceutical education may pave the way for a pharmacist-licensing system which demands periodic review of professional competence.

Professor G. R. Paterson, professor of pharmaceutical chemistry at the University of Toronto and secretary-treasurer of the Canadian Academy of the History of Pharmacy, spoke of these developments when he addressed a joint meeting of the Pharmaceutical Society and the British Society for the History of Pharmacy in London last week.

Professor Paterson said that checks on continuing competence were recommended in the recently-published report of the Canadian Pharmaceutical Association's commission on pharmaceutical services, "Pharmacy in the new age". And in his own province of Ontario, the government-sponsored committee on the healing arts had put forward similar recommendations for medicine, dentistry, pharmacy and nursing. These proposed the development of programmes to ensure continuing professional competence. It was envisaged that, perhaps every five years, a pharmacist should present to the Ontario College of Pharmacy—the registration body—a certificate from a faculty in the province that he had maintained a satisfactory level of competence "in those areas of pharmacy in which he ordinarily practices".

## Area restricted

Professor Paterson pointed out that in effect that meant a restriction of the areas in which a pharmacist could practice. There were indications of this intention in the legislative proposals of Ontario and other provincial Governments.

Professor Paterson believed that had got to come, but first it was necessary to ensure that continuing education could be "delivered" in a meaningful way to members of the profession in widely scattered communities. Also a way had to be found to elicit from those who had been away from the college environment for many years that they were still competent or were continuing to grow in their profession.

It was felt that the Canadian Pharmaceutical Association had a role to play here, analogous to that played by the Medical Association which had devised a postgraduate training system based on cassette tapes. The CPhA saw tapes as a means of standardising the course and had established that they could be made available for about \$4 (£1.50).

Taped material could also be used as the basis for a telephone lecture network in which groups of pharmacists attended at a regional centre—preferably a teaching hospital with playback facilities, etc. In this way, Ontario could be covered so that no pharmacist had to travel more than 35-40 miles to a centre.

A system of this type operated in New York State, serving 86 hospitals, of which 62 employed pharmacists. Once a month, a two-way telephone conference-lecture

network was set up. Reading and audio-visual material were sent out ahead of time, and included in the circuit was the person who recorded the lecture, or a substitute, to answer questions and initiate discussion.

It had been calculated that such a service could be provided for Ontario if \$10 was added to pharmacists' fees, to go to a continuing education fund. "I do not think this will be delayed beyond next year," said Professor Paterson.

Another area of the "New age" report that had been anticipated by events in Ontario was that relating to the undergraduate curriculum.

Professor Paterson said that the university course was one of four years, entered after senior matriculation. It included no "pre-pharmacy" year, though the first year was described as "orientation"—an introduction to the curriculum, to pharmacy practice, to drugs and to dosage forms. It included guest lectures by community, hospital and industrial pharmacists, tutorials and "field visits".

The latter involved visits to community and hospital pharmacies in groups of no more than four students, and to industrial establishments in groups of up to ten. The visits were followed by group discussions on what had been seen, liked and disliked. It was found that the involvement of practising pharmacists gave them more interest in educational developments, while the student had a better look at "what he is letting himself in for"—or "she", as 64 per cent of the intake were girls.

## Course division

The whole course was now divided into "two plus two" years; the first two being common and the second two leading either to the pharmaceutical sciences (research or industry) or to professional practice. No distinction was made between hospital and community practice because the pharmacist might change roles during his career and in smaller towns might need to carry out both functions. About 90-95 per cent took the "professional" course, the speaker told a questioner.

However, despite the specialisation, the law on practice had not yet changed, and it was therefore still necessary to train all pharmacists so that they could obtain registration.

Professor Paterson said that the professional practice course now included a "clinical pharmacy sequence", covering classical pharmacology in the first year, and therapeutics—with exposure to hospital wards and records—in the second. Four of Toronto's major hospitals were involved in the course, which also dealt with pathology, pathological chemistry and biopharmaceutics.

Jurisprudence was now taught in all four

course years, in the final year taking the form of "the exercise of judgment" in professional situations.

Another feature of the course was the "unit" system. For subjects like medicinal chemistry, the field was so large that it was divided into units, some "required" and some "elective". Each unit comprised 12 lectures and a one-hour test, and over the final two years the student had to produce an average standard in the required number of units. It was a system that would lend itself to continuing education, said the speaker.

Professor Paterson also referred to a 1963 Federal Act which set up the Pharmacy Examining Board of Canada. This consisted of the CPhA, the registration bodies and the faculties and its examination helped "interprovincial mobility". It was intended that in the future it should be the only way for people qualified under jurisdictions to gain access to Canadian pharmacy.

## 'EEC must begin again on directives'

Although the Common Market "six" have taken ten years to prepare draft pharmaceutical directives for consideration by the Council of Ministers, Britain's entry will almost certainly mean a completely new start.

That opinion was expressed by Dr J. H. M. Winters, president of the International Pharmaceutical Federation and of the Dutch Pharmaceutical Society, when he was guest of honour at a monthly dinner of the NPU Executive Committee in London recently.

Dr Winters, who is a representative on the EEC pharmaceutical group, believed that sooner or later agreements would be reached which would possibly alter the whole pattern of retail pharmacy in each of the member countries. The dissension of one country on a particular issue was of little consequence—previous experience with other sectional problems had shown that political expediency had the effect of bringing everyone into line, eventually, often on a *quid pro quo* basis.

However, so far as pharmacy was concerned, Dr Winters accepted that the radical changes being discussed were far more likely to affect pharmacists' grandchildren than themselves. For example, it had been recommended that in Holland the sale of medicines through 3,000 non-pharmacy outlets should cease in ten years' time. That could not be managed in the time and, he said: "We must leave it for at least a generation".

Dr Winters said that the imposition of value added tax had posed fewer problems for Dutch pharmacists than expected. They had only two rates, 4 per cent and 14 per cent, and the additional bookkeeping amounted to no more than an additional column in their accounts. A rebate scheme for refunding tax already paid prior to the introduction of VAT had operated satisfactorily.



# PROFESSIONAL NEWS

## NI Council's new member

The Council of the Pharmaceutical Society of Northern Ireland, at its November meeting in Belfast, unanimously agreed to co-opt Mr T. M. Glass, Maghera, as a member, to fill the vacancy caused by the resignation of Mr N. A. J. Anderson.

The Council also elected Dr Reginald G. R. Bacon an honorary member of the Society. Dr Bacon, who is a reader in chemistry in the Faculty of Science of the Queen's University of Belfast, is one of the University's two representatives on the Council.

A letter from the Society's solicitor was read to the meeting outlining the steps to be taken by a pharmacist whose premises were damaged or destroyed in the civil disturbances. The secretary reported that as a result of the recent letter sent to members a number of inquiries had been received about help from the Emergency Fund. Some had been dealt with by the Fund's committee and the remainder would shortly be considered.

The secretary reported on possible methods of electing honorary fellows of the Society.

Letters from the Ulster Chemists' Association and the Local Pharmaceutical Committee were read about the Ministry's proposals for restructuring the health and personal social services. The president explained that a joint meeting of representatives of the three bodies had considered the proposals and agreed upon a common policy. The letters indicated that the bodies endorsed that policy and also named their representatives to meet officials of the Ministry.

### Discussion team

The president (Mr W. T. Hunter), Mr G. E. McIlhagger and the secretary were named to represent the Council in the discussion with the Ministry's officials, the secretary to make the arrangements for the meeting. The president said the three bodies had also considered the Ministry's document on the standard conditions and financial arrangements for pharmacists practising at health centre pharmacies. General agreement had been reached on the document but further consideration was being given by the Ministry to two clauses relating to the admission of pharmacists to an established consortium.

A letter from the Local Pharmaceutical Committee was read asking the Council's house committee to meet a few of their members to discuss a suitable memorial to the late Mr H. W. Gamble. The Council agreed to the request. The Ulster Chemists' Association wrote asking whether the Council had had discussion with the Ministry about the proposals for limitation of contract. The secretary said that he had telephoned on several occasions to ask when a meeting would be held.

Arising out of the report from the

Education Committee the secretary was asked whether the Council had power to recognise as practical training, service by a student in a pharmacy or pharmacy department of a hospital outside Northern Ireland. The secretary pointed out that the Society's Regulations recognised only practical training undertaken in Northern Ireland. Mr Kerr said he thought this restriction could well be removed. The Education Committee had met to consider possible ways of altering the present system for practical training. Thought had been given to the possibility of allowing a student to spend a period of about six weeks in a pharmacy at the end of the intermediate year in the University (level O). The same could apply at the end of level 1 and 2.

Dr Bacon pointed out that students would have to have the option of undergoing a continuous period of practical training. In the science faculty students who failed the June examinations were allowed to resit subjects in September. Such students would not wish to be committed to a period of practical training in July or August.

The Council directed that the names of

those members, associates and students of the Society who had not paid the retention fee for the current year be removed from the appropriate Registers with effect from December 10. It was reported that about 50 names were involved, but 15 of these had requested the removal of their names.

Mr W. H. Boyd said that the Poisons Board had recommended to the Minister of Home Affairs that the poisons legislation in Northern Ireland should be subject to the changes being made in the Great Britain legislation. This meant that in family planning clinics supplies of oral contraceptives, ordered under repeat prescriptions, could be handed out by nurses and clinic lay workers. Mr J. L. McIntyre said he could see little point in the controls and restrictions imposed on Fourth Schedule poisons if such poisons could be handed out without medical supervision in clinics. It was agreed that the secretary should write to the Ministry of Home Affairs asking that consideration of the Board's proposals should be postponed until the Council had an opportunity to become acquainted with all the facts.

The application of Mrs Mary Louise Hobkirk, 117 Knockwellan Park, Londonderry, for registration as a pharmaceutical chemist in Northern Ireland under the reciprocal agreement entered into by the Great Britain and Northern Ireland Societies was granted.

## COMING EVENTS

### Monday, December 6

**Finchley and North Metropolitan Branches, Pharmaceutical Society,** Academic Centre, Whittington Hospital, London, N19, at 7.30 pm. Dr M. P. Jevons on "Use and mis-use of antibiotics."

**Harrow Branch, Pharmaceutical Society,** Clinical Lecture Theatre, Northwick Park Hospital, at 8pm. Dr W. R. L. Brown (chief pharmacist, St Bartholomew's Hospital) on "Nigeria in retrospect."

**Nottingham Branch, Pharmaceutical Society,** 64 St James Street, Nottingham, at 8pm. "Drugs and the mind."

**Stockport Branch, Pharmaceutical Society,** Alma Lodge Hotel, Stockport, at 8pm. Mr K. C. Biggs (product manager, Geigy Pharmaceuticals) on "Rheumatic disease."

### Tuesday, December 7

**North Staffordshire Branch, Pharmaceutical Society,** Medical Institute, Hartshill, Stoke-on-Trent, at 7.45pm. Mr C. C. Stevens (a member of Council) on "Pharmacy and the Common Market."

**Sheffield Branch Pharmaceutical Society,** Lecture theatre, Department of Surgery, Royal Infirmary, Sheffield, at 7.30pm. Dr I. B. Sneddon on "Iatronic dermatology."

**Woking Branch, Pharmaceutical Society,** Medical Centre, St Peter's Hospital, Chertsey, at 8pm. Mr W. Jones (Victoria Wine Co) on "Wine-tasting."

**York Branch, Pharmaceutical Society,** Postgraduate Medical Centre, County Hospital, York, at 8pm. Dr K. Shamry on "Some aspects of dermatology."

### Wednesday, December 8

**Blackpool and Preston Branches, Pharmaceutical Society,** Warwick Hotel, Blackpool, at 7.30pm. Joint dinner. Speaker, Mr J. P. Bannerman (a member of Council).

**Bournemouth Branch, Pharmaceutical Society,** Chine Hotel, Boscombe, at 7.30pm. Christmas dance and social.

**Plymouth Branch, Pharmaceutical Society,** The Holiday Inn, Armada Way, Plymouth, at 7pm. Annual dinner and dance.

**Scottish Department, Pharmaceutical Society,** 36 York Place, Edinburgh, at 7.45pm. Dr W. M. McCrae (senior lecturer, Department of Child Life and Health, Edinburgh University) on "Coeliac disease."

**West Metropolitan Branch, Pharmaceutical Society,** Great Western Hotel, Paddington Station, London, W2, at 7.45pm. Dr J. C. Charlton on "Radiopharmaceuticals."

**Worthing and West Sussex Branch, Pharmaceutical Society,** Broadmark Hotel, Rustington, at 8pm. Christmas party and dance.

### Thursday, December 9

**Bedfordshire Branch, Pharmaceutical Society,** The Angel's Reply Hotel, Hitchin, at 8pm. Christmas dinner and party.

**Birkenhead Branch, Pharmaceutical Society,** Eagle and Crown Hotel, Upton, at 8pm. Christmas party.

**Brighton and Hove Branch, Pharmaceutical Society,** Brighton Polytechnic, Lewis Road, Brighton, at 8pm. Dr K. C. James on "Preparations for the hair."

**Chelsea College Pharmacy Department,** College House, Manresa Road, London, SW3, at 7.30pm. Christmas party and "Pharmacy Phollies".

**Dundee and Eastern Scottish Branch, Pharmaceutical Society,** Royal Clydesdale Hotel, Dundee, at 7pm. Ciba audio-vision evening.

**Glasgow and West Scotland Branch, Pharmaceutical Society,** Staff Club, Strathclyde University, at 7.45pm. Wine and cheese party.

**Leeds Branch, Pharmaceutical Society,** Great Northern Hotel, Leeds, at 8pm. Guest speaker, Mr Austin Mitchell.

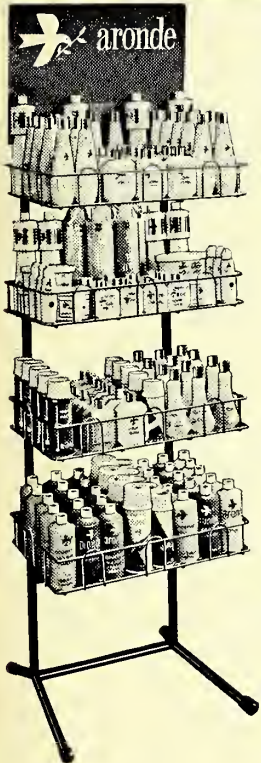
**Pharmaceutical Luncheon Club Group, Royal Society of Health,** Criterion Restaurant, London, SW1, at 12 noon. Guest speaker, Dr Michael O'Donnell (Editor *World Medicine*) on "Relations between the medical Press and the pharmaceutical industry."



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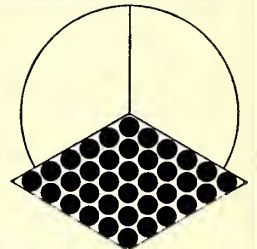
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1971

A driamycin

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V erdiviton

A lmevax

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C atapres

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I ntegrin

N obrium

T acitin

H iprex

H lamol

R ynacrom

A nacal

P rimperan

Y ?

by B. C. Bryant

As many as 5,000 compounds may be devised by the pharmaceutical industry before one gains acceptance as a useful drug. The title of this article includes a few of the products to emerge during 1971. Although there was no "spate of new drugs," research and development programmes have given rise to some significant advances in therapy.

In this review consideration is given to some of the groups of drugs in which important advances have taken place.

#### Anaesthetics

Attention has been drawn to a new steroid intravenous anaesthetic which is undergoing clinical trials. Known as CT1341 it is composed of two steroids namely 3 $\alpha$ -hydroxy-5 $\alpha$ -pregnane-11, 20 dione and its 21-acetoxy derivative. Unlike hydroxydione, previously the only steroid anaesthetic agent used in man, it has a speedy onset of action and a comparatively rapid recovery phase.

#### Trichomonadicides

Several nitroimidazole derivations are known to have activity against trichomonades, but for optimal effect the drug must be in an active form when excreted in the urine. With the established drug—metronidazole, about half an oral dose is excreted in the urine but the metabolised form is largely inactive.

A new product in this field is nitrimidazine (Nulogyl), an ethylmorpholine derivative of nitroimidazole.

With this compound, the metabolites retain much of their activity, excretion is more rapid and on an equimolecular dosage basis, higher urinary levels are obtained. Its more intense action would be helpful in patients unresponsive to metronidazole.

#### Cytostatic agents

L-asparaginase or colapsase (Crasnitin) is now available in crystalline form. Its use is based on findings that this substance has antilymphoma activity. Much evidence has suggested that certain malignant cells perish if they are deprived of the amino-acid asparagine. Normal cells also require asparagine, but they can synthesise it by enzymatic amidation from aspartic acid. Such a synthesis, however, cannot be performed by many tumour cells, so that they cannot compensate for an asparagine deficiency by self-synthesis. Pure asparaginase can in fact inhibit the growth of lymphoma cells in mice in the same way as the asparaginase present in guinea pig serum used in early work.

With the availability of asparaginase this work has been extended to humans and according to one group of workers the best prospects for its use lie in the treatment of lymphoblastic leukaemia.

Doxorubicin (Adriamycin) is a new antibiotic of Italian origin for the treatment of various forms of cancer including leukaemias. Administered by injection it has achieved a good response in both acute and chronic leukaemias and some regression of solid tumours such as lymphomata, breast and lung cancer. Injections are administered on each of three

days with intervals of several weeks between treatment cycles.

Another cytostatic drug of interest is known as mitobronitol (Myelobromol), a halogenated derivative of mannitol, having a cytotoxic effect on tumour cells. This compound has a transitional structure between the alkylating agents and the antimetabolites, having some of the properties of both groups. Administered by the mouth, it is absorbed from the gastrointestinal tract and high concentrations remain in the blood for long periods. The drug has proved of value chiefly in myeloid leukaemia, its main effect being to inhibit the formation of granulocytes.

#### Parasiticides

Head lice infestation has become a problem of national importance. In some areas it has been found that head lice are tolerant to the organochlorine insecticides (viz, DDT and gamma BHC) and these substances are reported to be less effective than in the past. As an alternative malathion lotion 0.5 per cent (Prioderm) has been introduced. In extensive trials this organophosphorus compound has been shown to be highly effective. As well as being lethal to lice and their eggs, it has a residual action which reduces the risk of re-infestation.

#### Vaccines

Last year reference was made to the first vaccine introduced in Britain for immunisation against rubella. This was the Cendehill vaccine (Cendevax) produced on tissue culture of rabbit kidney cells. During this year the first UK-produced vaccine based on cells of human origin has been introduced (Almevax). This is considered to be an advance in vaccine production, the preparation merely involving removal of a sample of the human cell strain from cold storage and using it as a seed to grow sufficient cell cultures for the required batch. In addition to easier production, the method has the advantage of standardisation of the cell strain.

#### Diuretics

A new trend has been the development of diuretics having a more specific action, emphasising their diuretic and natriuretic action but minimising their potassium wastage effect. An example is amiloride (Midamor) which is *N*-amidino-3, 5-diamino-6-chloropyrazinamide hydrochloride. Here is a compound less active than the thiazides and causing less excretion of sodium, but its clinical importance lies in its effect on potassium excretion. Whereas the thiazides bring about an increase in potassium excretion, this new compound has an unusual potassium-conserving action, so that the hazards arising from the loss of this element during treatment can be avoided.

The mild diuretic action of amiloride is potentiated when this drug is combined with a thiazide derivative, eg. amiloride 5mg with hydrochlorothiazide 50mg. Such a combination (Moduretic) can offset the potassium excretion caused by the thiazide and avoid the necessity for treatment with a potassium supplement. Some care however is needed in hyperkalaemic



states or where renal function is impaired.

Mefruside (Baycaron) is another addition to the group of diuretics. This compound has chemical links with frusemide but the differences in the attached configurations considerably modify the intensity of action. Mefruside has a smooth and prolonged action; it causes enhanced sodium excretion but has little effect on potassium excretion. It is especially useful for long term treatment rather than for acute conditions. Diuresis is maximal about 6 to 8 hours after administration.

### Psychotropic drugs

Evidence of the intensive research pursued in this increasingly important sphere is provided by several new compounds.

A new specific agent for the control of schizophrenia has been introduced as pimozide (Orap). This compound belongs to a group known as the diphenylbutylpiperidines which have no relationship with the phenothiazines and butyrophenones currently in use. It has produced encouraging results in schizophrenia and is considered to be virtually free from the undesirable effects associated with other drugs used for this disease. Pimozide has a long-lasting action so that once-daily oral dosage is sufficient for maintenance; this being a useful advantage in rehabilitation programmes.

A different application in the same field is provided by another interesting drug, benzocetamine hydrochloride (Tacinin). This is described as a methylaminomethyl-dibenzo derivative of octadiene. It is the first of a completely new class of compounds to be used as a psychoactive therapeutic agent and is unique in having both a central and a peripheral action. It exerts a tranquillising effect, mediated through the higher brain centres, and the peripheral effect is on the gamma-fibre system, the mechanism by which muscle tone is controlled. The drug has also a mood-enhancing effect in states where anxiety may be masked by overtones of depression. The low toxicity of benzocetamine is an advantage; high doses produce only mild sedation and there is less danger in cases of excessive self-medication.

A further addition to this group has application as an anxiolytic for use in cases where emotional disturbance is an important component of the patient's overall condition. This compound is medazepam (Nobrium) which has a similar basic structure to chlordiazepoxide but with different substituents at the 1, 2 and 4 positions. There is also a close relationship with diazepam which is one of the intermediate metabolites of medazepam. The interest in this new drug lies in its ability to restore functional and emotional balance without a direct depressant effect on the cortex so that normal response to external stimuli can still occur.

Yet another anxiolytic of recent origin is oxypertine (Integrin). This is an indole phenylpiperazine derivative differing in chemical structure from other tranquillisers and bearing some resemblance to the naturally-occurring neurohormone, serotonin. It is believed to exert its tranquillising effect by a selective action on

brain amine levels reinforced by a blocking effect on sympathetic receptors. The effect on amine storage mechanisms is of short duration and at a dosage level of 30-60mg daily rapid clinical improvement is achieved in many cases involving anxiety neuroses.

### Urinary antispasmodic

Flavoxate hydrochloride (Urispas) taken by mouth has a selective antispasmodic action on the lower urinary tract where its relaxant and analgesic effects reduce local irritability. It thus provides symptomatic relief of dysuria, urgency and incontinence as may occur in cystitis prostatitis and other disorders of the urinary system.

### Antihypertensive and anti-migraine

Considerable interest attaches to clonidine (Catapres) which has been found to be an effective antihypertensive drug. Chemically it is 2-(2, 6-dichlorophenylamino)-2-imidazoline hydrochloride and related to both tolazoline and phentolamine. Clonidine is considered a new pharmacological approach to the problems of hypertension because it has no direct vasodilator action and yet can lower the blood pressure. Its effect is not achieved by blocking neuro-transmission, but more probably as the result of decreasing the sensitivity of the peripheral vessels to sympathetic nervous system stimulation. In practice clonidine has been found to control blood pressure smoothly and consistently, rarely inducing postural or post-exercise hypotension. For this purpose it is issued as a tablet of 0.1mg strength.

Clonidine, however, is now finding another therapeutic application. In small doses it reduces the sensitivity of the peripheral vessels to both constrictor and dilator nerve impulses, and this has led to its use as a prophylactic against recurrent vascular headaches and migraine. An effective response has been obtained even in patients refractory to standard therapy and to provide the small doses required clonidine is issued as an 0.025mg tablet (Dixarit).

### Antihistamines

A recent addition to this ever-expanding group is clemastine (Tavegil). In molecular structure this is a benzhydryl ether compound, but it is unlike other antihistamines of similar configuration. It has a specific action as it antagonises both endogenous and exogenous histamine, but it has no effect on serotonin or acetylcholine. Special features of the drug are its high potency, prolonged action and negligible side effects. In addition to the usual indications, reports point to the possible value of this drug in cases of vasomotor rhinitis.

### Urinary antiseptics

The urinary antiseptic properties of hexamine depend on the slow release of formaldehyde in an acid medium. Many patients with urinary infections have an alkaline urine in which hexamine alone would be ineffective. To overcome that limitation, a combination of hexamine with hippuric acid (Hiprex) has been introduced in tablet form.

The hippuric acid component supplies a suitable acid medium for the release of formaldehyde, and itself has a bacteriostatic action, so that the combination provides a useful urinary antiseptic which is active against Gram-negative and some Gram-positive organisms.

### Topical corticosteroids

New compounds and formulations continue to appear for use in corticoid-responsive skin conditions, designed to provide greater efficiency, safety or economy in their applications. Examples are fluocortolone (Ultradil) and formocortol (Deflamene). With the latter, rapid inactivation is said to occur on absorption into the general circulation so that the risk of unwanted systemic effects is thereby minimised.

Another introduction of importance has been that of topical corticosteroids in a specially formulated base designed to provide the advantages of both an ointment and a cream with optimal steroid release characteristics. The one preparation may be used when a cream is indicated as in moist lesions or in conditions where ointments are preferred, as for dry and scaly dermatoses. Two products of this kind have been noted, flucorolone acetone 0.025 per cent (Topilar) and fluocinonide 0.05 per cent (Metosyn).

### Bronchodilators

Terbutaline sulphate (Bricanyl) is a sympathomimetic amine but differs from related compounds in having a longer duration of action, in not being metabolised by amine oxidases and in having a more selective action.

Whereas most sympathomimetic amines exhibit both bronchodilator and cardiac stimulant effects, terbutaline is primarily a bronchodilator by virtue of its selective effect on  $\beta_2$  receptor sites. Given by mouth or by injection its most useful applications are therefore in the prophylaxis and treatment of bronchial asthma, chronic bronchitis and conditions in which bronchospasm is a complicating factor.

Another development has been the introduction of a new kind of inhalation device for the relief of bronchospasm. It is operated by the patient's intake of breath so that with each inhalation the dose is delivered into the lungs at the correct point in the breathing cycle. These breath-activated aerosols (Autohalers) are of two types; one delivers isoprenaline sulphate 0.08mg in each dose and the other delivers isoprenaline hydrochloride 0.16mg and phenylephrine bitartrate 0.24mg in each dose.

### Things to come!

Some valuable additions to modern therapy have been introduced during 1971; The physician's armamentarium continues to grow wider and more efficient. The trend with many of the new drugs is towards greater specificity in action and, as the scope of pharmacological research extends, there should be in future years the emergence of new medicaments capable of overcoming the problems of cancer, rheumatism, influenza and other diseases which as yet remain unconquered.



# MARKET NEWS

## A featureless week in most sectors

London, December 1: All sectors of the market were extremely quiet during the week and prices were scarcely tested. Brazilian menthol, which in recent weeks has maintained a firm tone, was off its peak. Elsewhere in crude drugs, cascara was down £5 ton for shipment whilst there did not appear to be much on the spot. Cochineal was dearer by about £0.10 per kg. Mexican jalap was quoted dearer by £25 metric ton but there were still no Brazilian material on offer.

Among essential oils, Brazilian peppermint was firmer in both positions at £1.80 kg, cif for new crop.

### Pharmaceutical chemicals

**Acetic acid:** In 12-ton lots, delivered, per metric ton, BPC glacial £87.50; 90.5 per cent technical £81; 80 per cent grades pure £76.50; technical £69.50.

**Alolin:** 50-kg lots £9 kg.

**Aminacrine hydrochloride:** £33.50 kg.

**Calcium carbonate:** BP precipitated £47.50 per metric ton.

**Calcium gluconate** 250-kg lots £0.63 kg.

**Calcium sodium lactate:** metric ton. £709 for 50-kg lots.

**Chloral hydrate:** 50-kg lots £0.75 kg.

**Chloroform:** BP from £222.20 per metric ton in 280-kg drums to £235.97 in 35-kg drums.

**Digoxin:** Up to 25-g lots £2.60 per g.

**Emetine:** hydrochloride £375 kg;—bismuth iodide £212.50.

**Ephedrine:** (25-kg per kg) alkaloid £11.64; hydrochloride £9.25; sulphate £9.50.

### Crude drugs

**Aconite:** Napellus: Spot £1,050; £1,000 metric ton, cif.

**Agar:** (lb) Kobe No 1 £0.85 cif; European £0.73.

**Aloes:** (metric ton) Cape primes £235 spot; £220 cif. Curacao £800 spot; £760 cif.

**Balsams:** (lb) Canada: £1.80 spot; shipment £1.75 cif. Copaiba BPC £0.50; Para £0.40. Peru: £1.17

£1.12, cif. Tolu: BP £0.70.

**Belladonna:** Leaves £0.16 lb spot £0.15, cif. herb £0.12 spot, £0.11, cif; root £0.11 nominal spot; £0.10, cif.

**Benzoin:** BPC, £38 cwt; £34-£35, cif.

**Buchu:** Spot rounds £1.40 lb.

**Camphor:** BP natural powder £1.25 kg spot; £1.05, cif. Synthetic BP £0.57 kg in 500-kg lots.

**Cardamoms:** (Per lb cif) Alleppy greens No 1, £0.90 prime seeds £1.05.

**Cascara:** Spot nominal, shipment £335 long ton, cif.

**Cassia:** Lignea, whole £650 metric ton, nominal.

**Chamomile:** Hungarian £0.45, lb.

**Cherry bark:** spot £0.18 lb; £0.17, cif.

**Chillies:** Zanzibar £510 ton spot; £475, cif.

**Cinnamon:** Seychelles bark £275 ton, cif (Jan-Feb). Ceylon quills four O's £639; quillings £437.

**Cloves:** Madagascar £1,570 ton spot.

**Cochineal:** Tenerife black-brilliant £6.25 kg spot; silver grey £6.20. Peruvian silver grey £5.25, cif.

**Cocillana:** Spot £0.35 lb.

**Colocynth pulp:** Spot £0.30 lb.

**Dandelion:** Root £485 metric ton spot; £465, cif.

**Ergot:** Nominal.

**Gentian:** Root £500 per metric ton spot; £475, cif.

**Ginger:** (ton) Cochín £230, cif. Jamaican No. 3 spot £1,100; Nigerian split £240; £185, cif.

**Jan-Feb:** peeled £350 spot, £290, cif; Sierra Leone £350, cif.

**Gums:** (Per cwt) **Acacia:** Kordofan cleaned sorts

£14.50 spot; £13.25, cif. **Karaya:** No. 2 faq £23

spot. **Tragacanth:** No. 1 spot £270, No. 2 £230.

**Honey:** (cwt). Australian light amber £12.60,

medium amber £12, Canadian £12.50 Mexican

£11.50; Chinese £9.50.

**Hydrastis:** £1.75 lb spot; £1.70, cif.

**Ipecacuanha:** (Per lb) Matto Grosso £2.85 spot;

£2.75, cif. Costa Rican £2.55 spot; £2.42, cif.

**Jalap:** Mexican 15%, resin £875 metric ton, cif.

**Kola nuts:** African halves £78 metric ton spot;

shipment £65, cif.

**Lanolin:** Anhydrous BP minimum 1,000 kg £340-£375 per metric ton; cosmetic grade £390.

**Lemon peel:** Spot £0.13 lb; £0.12, cif.

**Liquorice root:** (metric ton, cif) Chinese £85;

Russian £90. Spray-dried powder £396, delivered.

**Block juice** £431.50.

**Lobelia:** American herb £785 metric ton spot;

£760, cif.

**Lycopodium:** Indian £1.85 lb spot; £190, cif.

**Mace:** Grenada £0.35 lb, fob.

**Menthol:** (kg) Chinese spot £5.90; shipment £5.65,

cif. Brazilian spot £5.20; Dec-Jan £4.80, cif;

new crop Feb-March £4.65.

**Mercury:** Spot £212 per flask of 78 lb.

**Nutmeg:** (Per lb, cif). Grenada: 80's £600; sound

unsorted £450, defectives £370, all cif.

**Nux vomica:** Spot nominal; Nov-Dec £100 metric

ton, cif.

**Pepper:** (ton) Sarawak black £380, cif; white

£495, cif (Feb-March).

**Pimento:** £845 ton, cif.

**Podophyllum:** Nominal.

**Quillaia:** £300 metric ton spot; £270, cif.

**Rhubarb:** From £0.30 to £1.50 lb.

**Saffron:** Mancha superior £82-kg.

**Sarsaparilla:** Short on spot; £0.45 lb, cif.

**Seeds:** (ton) **Anise:** China star £175, spot;

shipment £125, cif. **Caraway:** Dutch ex wharf

£365. **Celery:** Indian £260; £220, cif, **Corlander:**

Moroccan £75.50, cif. **Cumin:** Indian £225,

cif. **Dill:** Indian £116, cif. **Fennel:** Indian £135,

cif. Chinese £115, cif. **Fenugreek:** Moroccan

for shipment £63, cif. **Mustard:** £60-£120 spot.

**Senega:** Canadian £1.67 lb spot; £1.65, cif;

Japanese £1.15 duty paid.

**Senna:** (lb) Tinnevely No. 3 faq leaves £0.06½;

pods, hand-picked £0.11½; manufacturing £0.08½;

Alexandria h/p £0.57-£0.65 ex wharf; manufac-

turing cleared.

**Squill:** White spot £260 metric ton; £250, cif.

**Styrax:** £1.12½ lb spot; £1.10, cif.

**Tonquin beans:** Para £0.37 lb spot; £0.32, cif.

**Turmeric:** Madras finger £160 ton; £128, cif (Dec-

Jan shipment).

**Valerian:** (metric ton) Continental £285; £275, cif;

Indian £245 spot; £230, cif.

**Waxes:** (ton) Bees' Dar-es-Salaam £710; Austra-

lian £660, both cif. **Candelilla:** £570 spot; £450

cif. **Carnauba:** fatty-grey £395, £360, cif prime

yellow £650 spot; £630, cif.

**Witchhazel leaves:** Spot £0.30 lb; £0.27, cif.

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WANTED: Surplus cameras, enlargers, cine-cameras and projectors, photographic equipment of every description. Surplus and outdated film and paper, large or small quantities. Phone, write or call. Spears (Dept. CD), back Watling Street, Shudehill, Manchester, 4. Telephone: BLACKfriars 9432 (5 lines). Bankers, Midland Bank, Ltd. C 613

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One used Manesty Press  
35 T. Write stating condition and price to:

Hygex N.Z. Ltd.,

P.O. Box 2425,

Auckland, N.Z.

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel. Park 3137-8. C 140

WE PURCHASE surplus and redundant stocks of every description, especially packing material. Spot cash settlement. Reliance Trading Company, 23-25 Charles Lane, St. John's Wood, London, N.W.8. Tel.: JUNiper 0701. C 599

WANTED. Collapsible tube filling machine with tooling. Manually operated or small semi-automatic. Fill capacity to 8 oz. Also small liquid filler. Please write Box 1870.

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The Triangle Trust 1949 Fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependents employed, or formerly employed in the pharmaceutical industry in Great Britain and the British Commonwealth. Such relief may include assistance with the educational expenses of children.

The Trustees are also prepared to consider applications for financial assistance, beyond the scope of an employer's responsibilities, with education or training in general or special subjects, including music and the arts.

For additional information, or to apply for assistance, write to:

The Secretary, Dept CD  
The Triangle Trust 1949 Fund  
Clarges House, 6-12, Clarges Street  
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